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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

Vol. XXI.

CHICAGO, ILLINOIS, OCTOBER 15, 1902.

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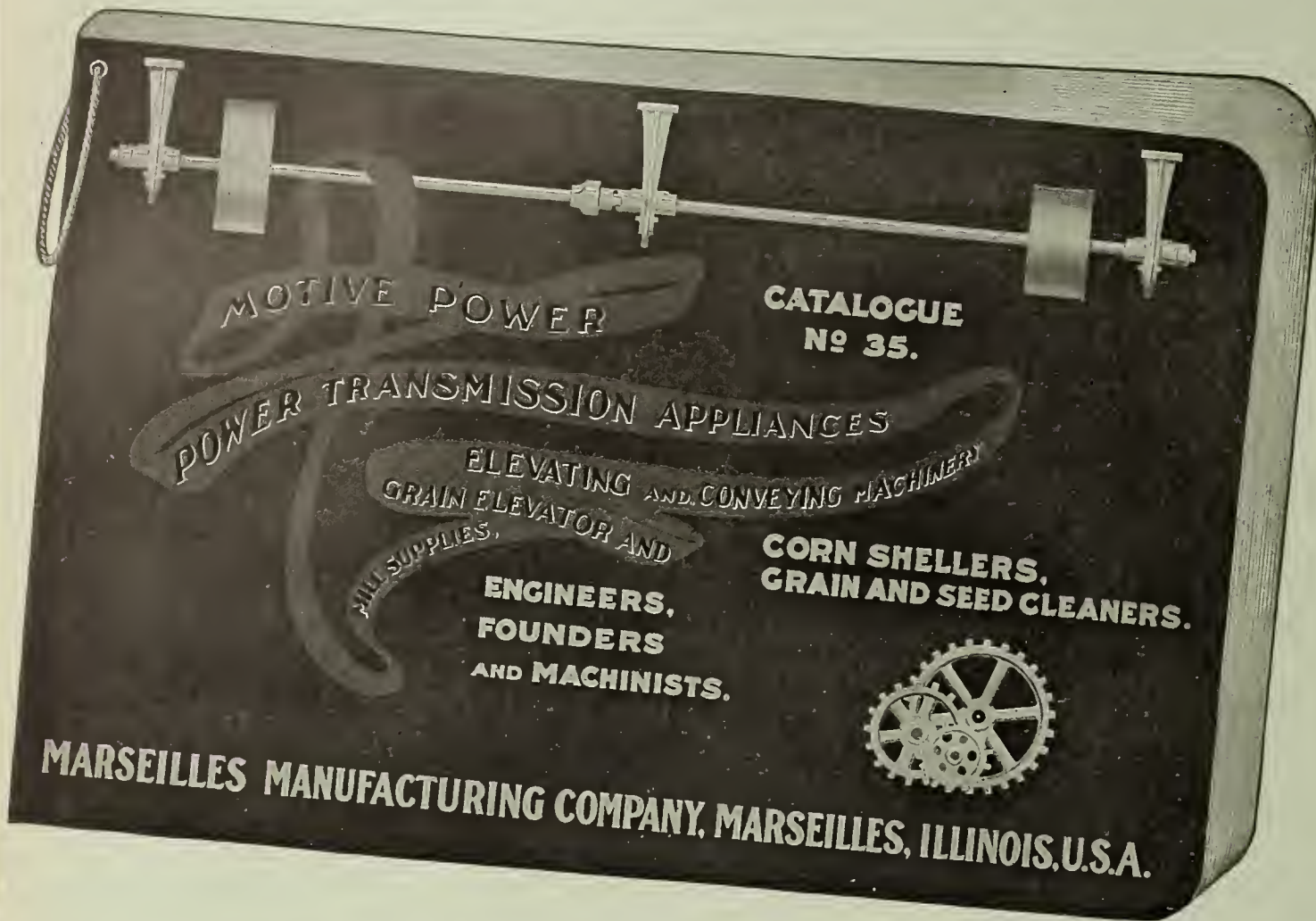
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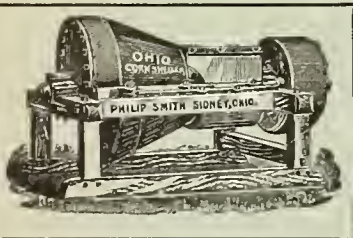
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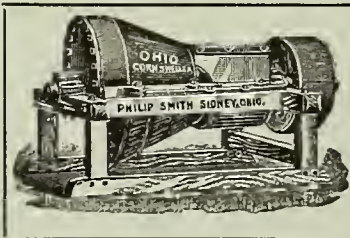
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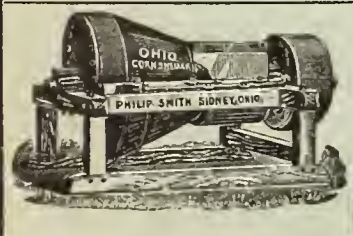
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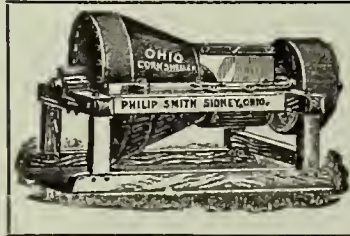
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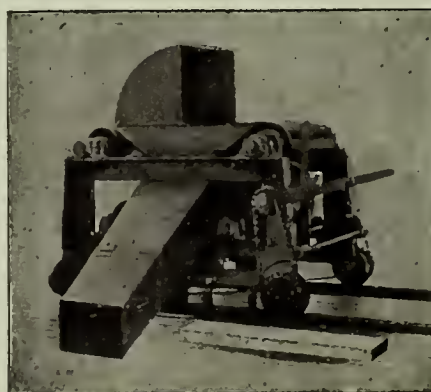
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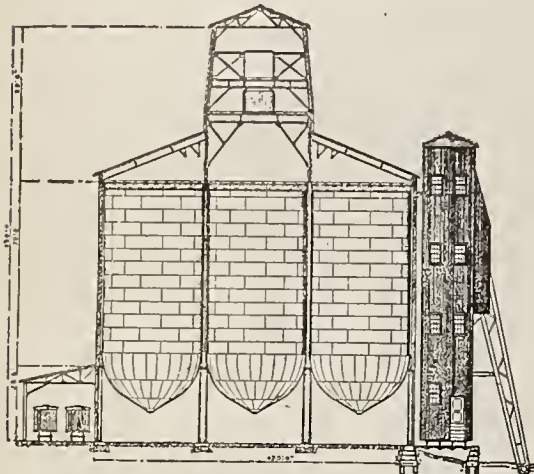
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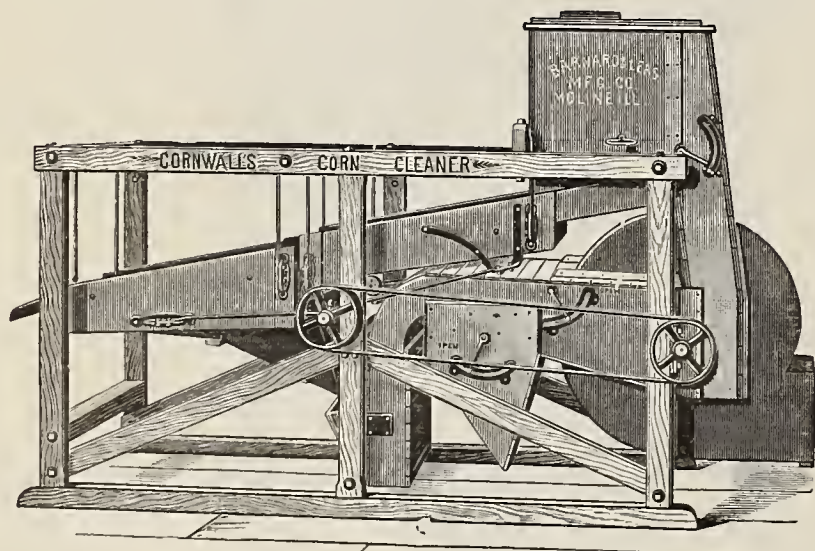
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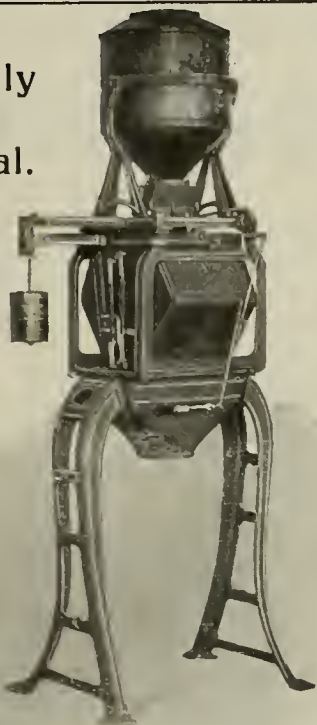
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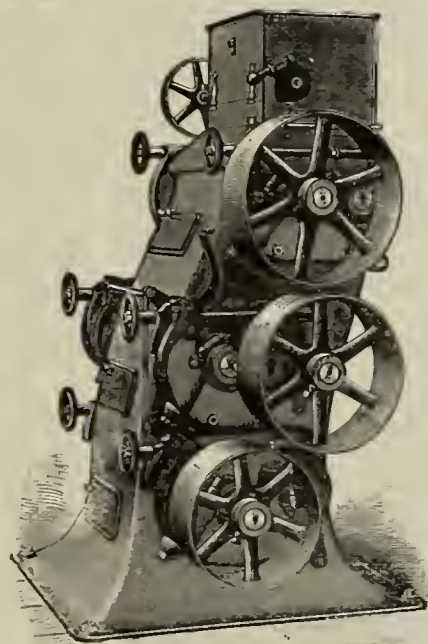


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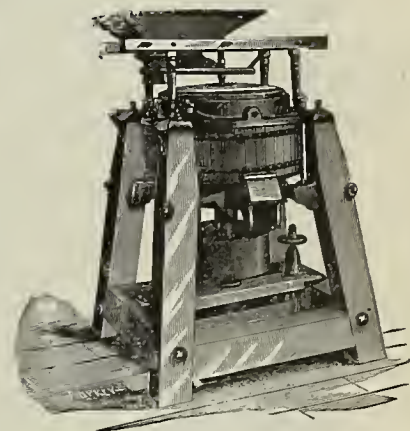
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—IT PAYS—

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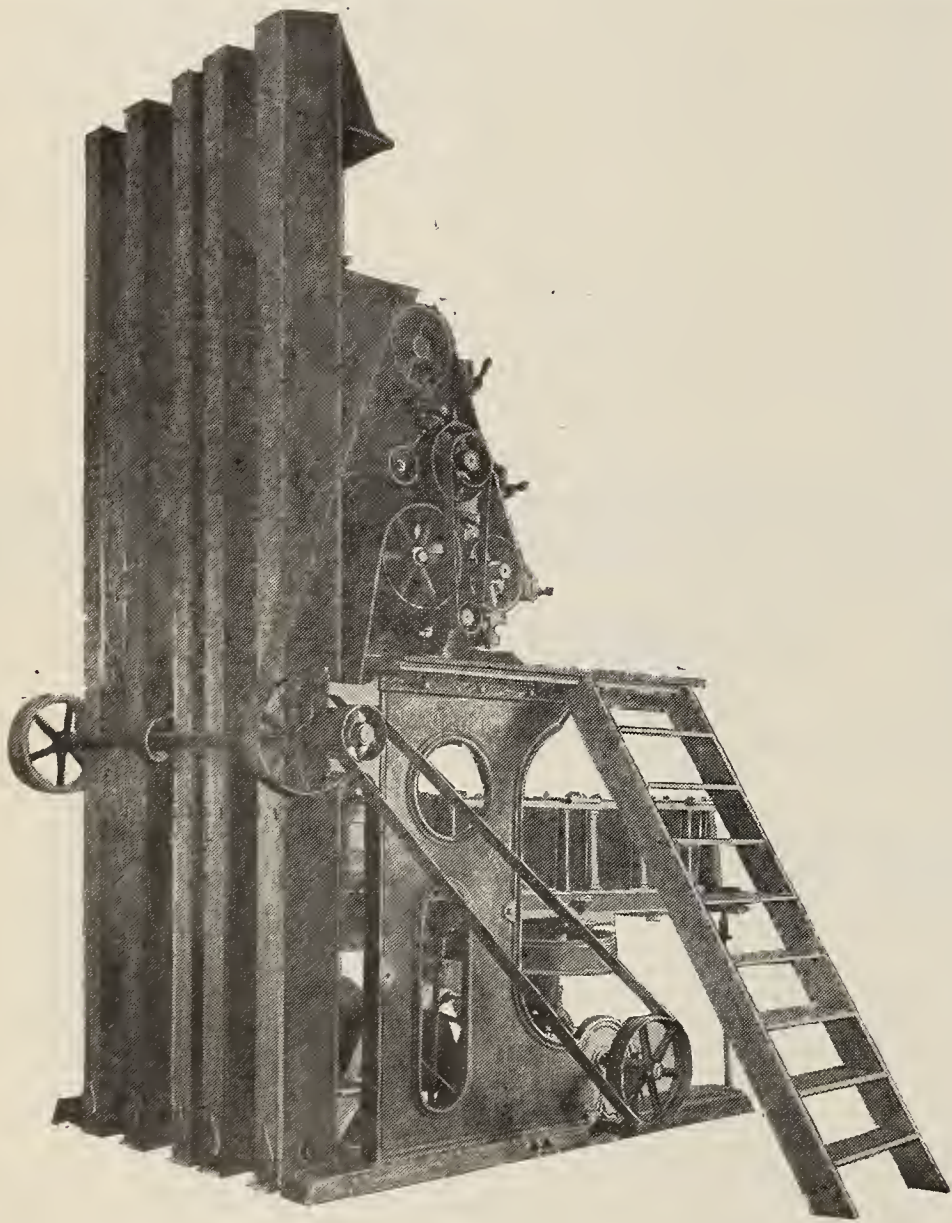
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CAN be set up in an unused corner of your elevator, as it only requires a space 9 x 9 x 15 feet.

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We can accomplish all the foregoing points and results at an **EXPENSE LESS THAN ONE DOLLAR PER THOUSAND BUSHELS OF GRAIN**, by the use of the

Caldwell-Barr Grain Purifier

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Caldwell-Barr Process for Purifying Grain

which Purifier and Process are both fully covered by our several U. S. Letters Patent applications.

Our Process comprehends an entirely new principle in purifying grain, and is a revelation to old and experienced grain men, and if you are a practical grain man and want something incomparably better than anything heretofore on the market you should investigate our Purifier and Process before purchasing anything else.

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We can save you the cost of Purifier and Process in a short time on handling grain. We can sell you the right to use this Process, and furnish you at a small cost the necessary mechanical parts of the Purifier, and your own engineer can readily construct it, or we can furnish you a mechanic to put it up.

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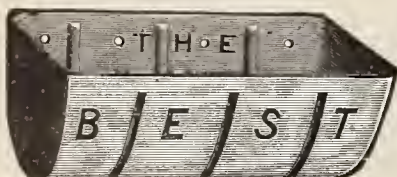
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Specialties for
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THE ONLY PERFECT SPIRAL
CONVEYOR; with Flight of One
Continuous Strip of Metal.



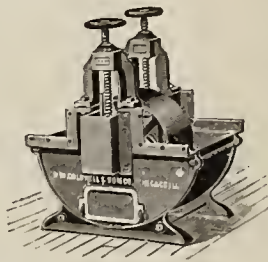
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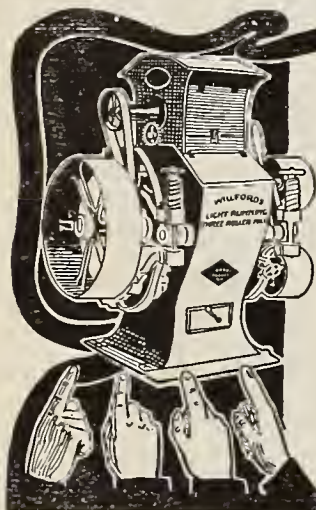
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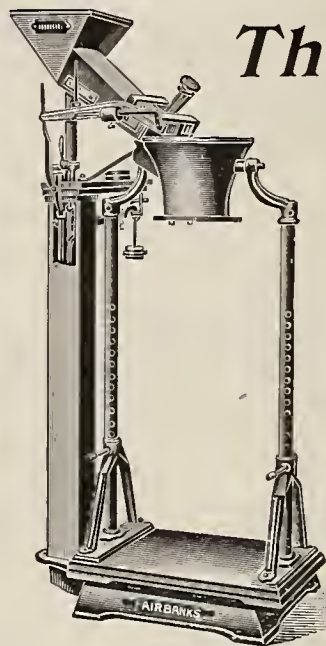
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ALL KINDS OF GRAIN.

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Accurate weight. Best investment that can be made.

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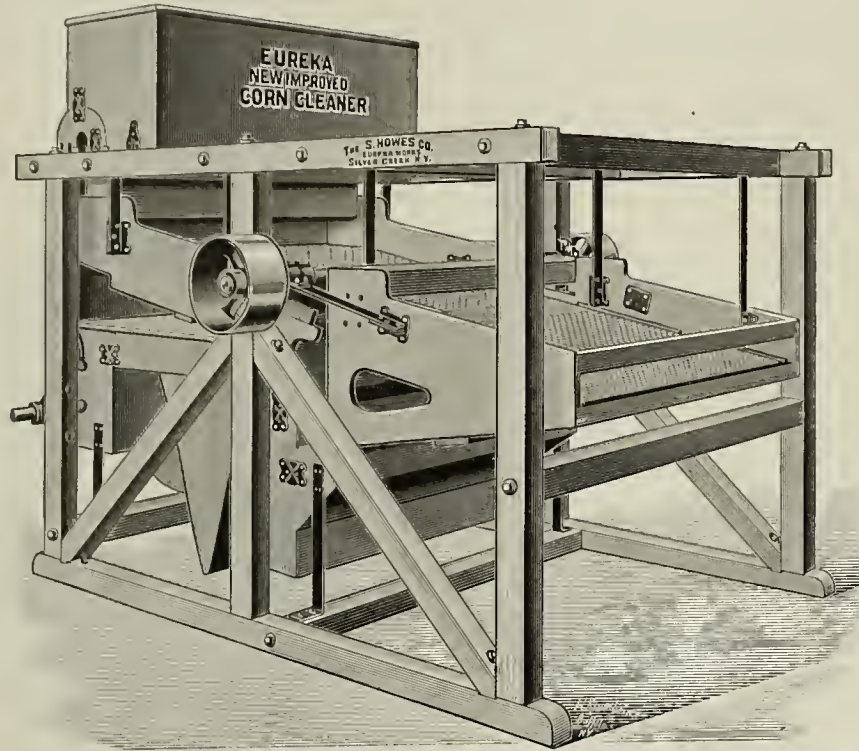


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*Thoroughly Cleans the
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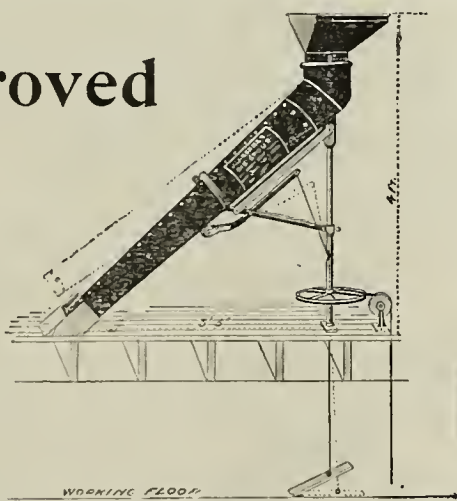
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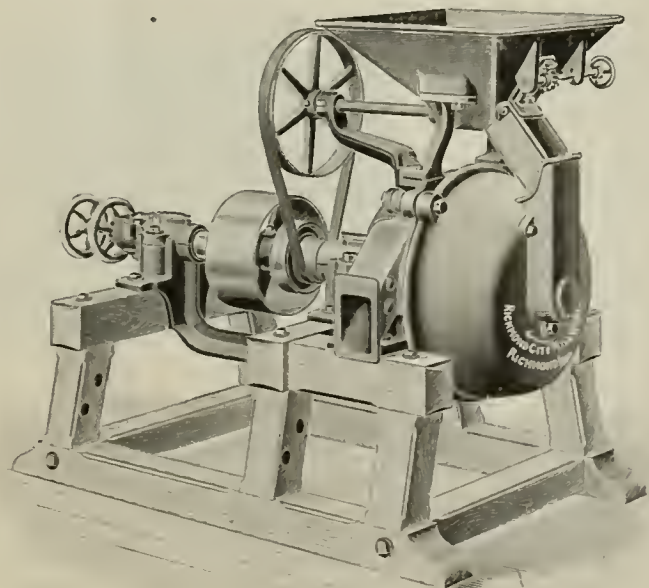
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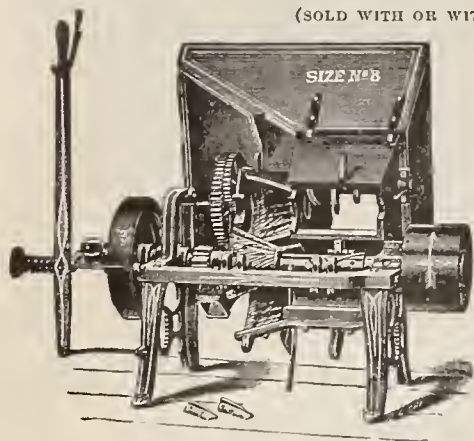
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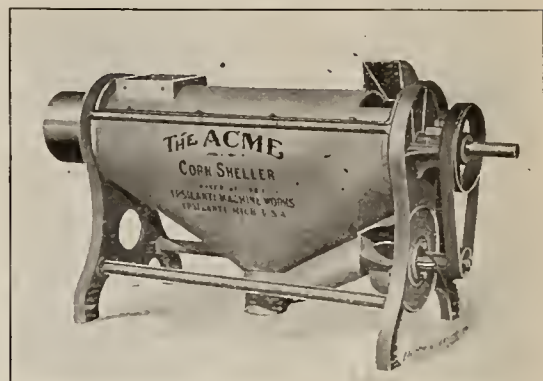
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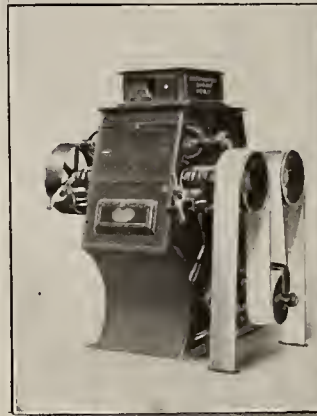
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Feed Mills

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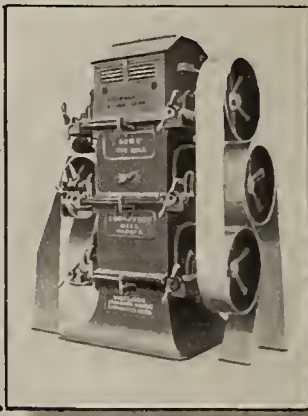


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MILL BUILDERS AND FURNISHERS.

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GRAIN PURIFYING PAYS.

It is just as essential as grading, cleaning and clipping.

Our process improves all kinds of grain by removing all impurities, such as smut, must and mold odors, and removes in part or whole any unnatural stain or discoloration without affecting the original state of grain, either in color or otherwise, as matured before cutting.

We own the only patent on a Grain Purifier and can sell you the right to use this process, together with instructions for erecting, e.c. Let us tell you fully what a Purifier will do for you.

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AMERICAN GRAIN PURIFIER CONSTRUCTING CO.

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PAID-UP CAPITAL, \$250,000.00.

KENTLAND, INDIANA.

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This Man Has Troubles. You can Reduce Yours by Using

The Spear Sample Envelope.

When you send your grain samples in these envelopes you have the assurance that it will arrive safely at destination.

Easily and Securely Fastened.

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THE BEST
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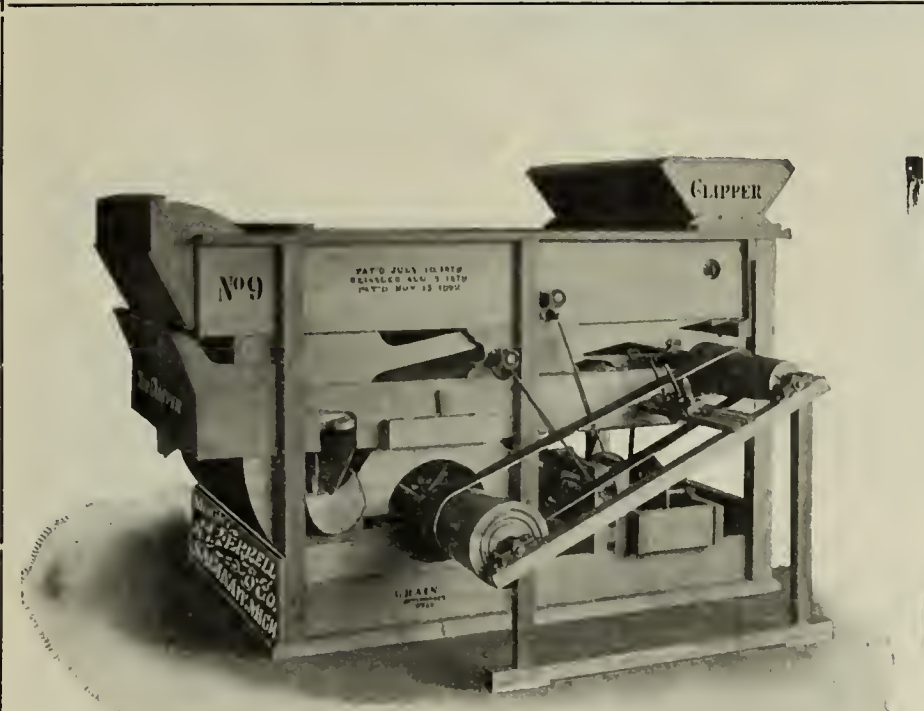
JEFFREY ELEVATING CONVEYING MACHINERY



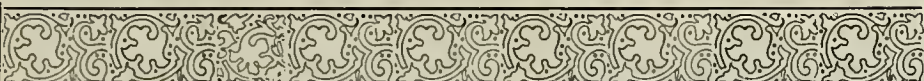
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No. 9 SPECIAL CLIPPER CLEANER
With Traveling Brushes and Special Air Controller



The Clipper Special Corn Cleaner

THIS Cleaner is especially adapted to handling all varieties of field and sweet corn.

The Air Controller provides for an extra strong, heavy blast, which is regulated to carry off all chaffy, shrunken kernels and all husks, silks, pieces of cob, etc.

The Perforated Zinc Screens are selected to take out all "bullhead" or "tip" grains if desired, leaving a high grade of corn.

The Traveling Brushes keep the screens clear, adding to the results obtained and increasing the capacity of the Cleaner.

This machine will require less than two horsepower for cleaning corn or other grain and has no equal for elevators of medium capacity.

The Clipper Cleaner is easy to install, simple to operate, and gives the very best results. Write for our sample Plate of Perforations and Catalogue.

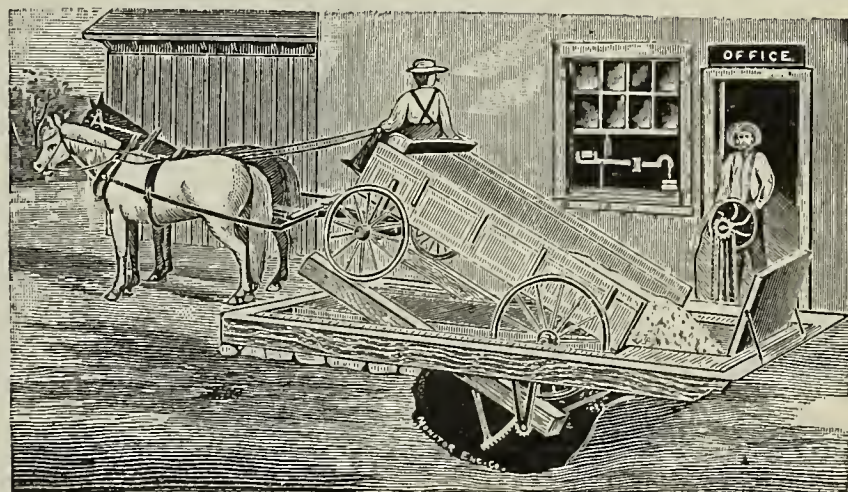
A. T. FERRELL & CO., SAGINAW, MICH.

DRYING GRAIN BY NATURE'S OWN METHOD

Means something more than merely kiln drying it. It means the putting of every kernel into its normal condition. You can do this, but only in a Paine-Ellis Drier. It will handle with equal facility grain containing 50 per cent moisture to that simply damp and musty. It will operate successfully and rapidly at a temperature as low as 110 degrees; a point that practical millers and elevator men will appreciate. Adapted to a wide range of usefulness. Millions of bushels successfully handled annually. Write us for particulars. :: ::

The Paine-Ellis Grain Drier Co.
53 Chamber of Commerce, Milwaukee, Wis.

Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.


Yours truly,
M. C. WOODWORTH.

MANUFACTURED ONLY BY

THE SAVAGE & LOVE CO., Rockford, Ill.

FAIRBANKS, MORSE & CO., S. Paul, Minn., Northwestern Agents.

WORTH	PRICE ASKED	WHAT HE'D LIKE TO GET
\$100	\$200	\$300



THE WISEMAN LETTERS

Cutting Prices.

MY DEAR JOHN:

Just got your letter in which you tell me about the man from Just-as-Good & Co., who offers you a \$300 machine for \$200.

Since the old days I have cut my wisdom teeth several times. It has been a pretty expensive process, but long ago I got next to the fellow who offered me \$300 worth of "a good thing" for 33 $\frac{1}{3}$ per cent discount.

When it comes down to Grain Cleaning Machinery it has always been a very interesting question with me to find out just where the manufacturers would stop in the question of price.

In looking over the field you will see to-day machines that sold five years ago at \$500 going a-begging for \$300. Long ago I worked out a little problem in this question of price. I figure that your \$300 machine represents the price your manufacturer *would like* to get. About \$200 would buy it without any argument, and when it comes down to the fine points, \$100 was about what it was worth.

When you buy a suit of clothes, John, you pay a price for that suit that *it is worth to you*. I can remember the time when I paid \$10.00 for a suit of clothes and a \$25.00 suit was not worth any more to me than the \$10.00 suit. Now-a-days I pay \$35.00 and \$50.00 for a suit of clothes, and they are worth every cent of it because I travel with a \$50.00 crowd.

It is a good deal the same way in Grain Cleaning Machinery. I find out that when you need a \$50.00 machine you have got to pay \$50.00 for it. There are no "cinches" hanging around loose in this world of ours and I have stopped wasting time hunting for them.

A great many manufacturers build a \$100 machine and put a \$300 price on it with the hope that they will catch somebody who thinks that it is a bona fide \$300 machine, but putting a \$300 price on a \$100 machine doesn't make that machine worth any more than \$100, and it is chances against you that you get the \$100 worth.

I like to deal with the fellow who knows what his machine is worth—asks the price, and then stops right there. The fellow with the sliding scale you can bet your sorrel mare against Josh Perkins' fish story that he has a sliding quality, too; that as fast as the price goes down the quality of the machine goes with it, and a great many of these sliding scales have an up and down to the price but only a down to the quality.

One thing that I like about the Monitor people is that they have an open-handed way of dealing with you. When the Monitor man came in to see me a few months ago he gave me a price on a machine. I jockeyed around for a while but I didn't make anything by it, and my previous experience with Just-as-Good & Co. told me that I had better pay the Monitor price and be done with it. I have got their machines in—had one of their Cranston Scourers in for twenty years and it is doing work to-day—doing it well, too.

There are no loop-holes in the Monitor guarantee and when they give you a guarantee that a machine will do a certain thing, it will do it, and you can get any kind of Grain Cleaning Machinery of them that you want. You can equip your entire department with them and every machine is just as good as the other for the purpose you want it for, and every machine is covered by the Monitor guarantee and you will get more satisfaction out of every hundred dollars that you put into a Monitor machine than you will in any other make on the market, and I think you know that my thirty years' experience has made me a few hundred dollars, and I think you know also that my thirty years' experience has taught me a good deal about the milling and the grain cleaning business, and if my opinion is worth anything to you, you won't monkey five minutes with the Just-as-Good man.

Yours truly,

SAMUEL WISEMAN.

The Monitor Line includes:

Monitor Dustless Warehouse and Elevator Separator

Monitor Dustless Oat Clipper

Monitor Dustless Warehouse Smutter

And a full line of special grain cleaning machinery for any and all kinds of uses.

Huntley Manufacturing Co.

Silver Creek, New York.



A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXI.

CHICAGO, ILLINOIS, OCTOBER 15, 1902.

No. 4. { ONE DOLLAR PER ANNUM,
SINGLE COPY, TEN CENTS.

GRAIN DEALERS' NATIONAL ASSOCIATION.

The seventh annual meeting of the Grain Dealers' National Association was held at Peoria, Ill., on October 1, 2 and 3, 1902. Owing to the late arrival of President B. A. Lockwood, due to delay of his train, the first session, scheduled to begin at the Coliseum at 10 o'clock a. m. on Wednesday, October 1, did not begin until 2 o'clock p. m. of that day.

After the invocation by Rev. Geo. H. Simmons of Peoria, Judge Worthington welcomed the grain dealers to the state of Illinois. Referring in the course of this address to the trade, he said:

You are the middlemen between the farmer and the consumers of this country. They must have confidence in you. You say here that the farmer must have confidence in the regular grain dealers. This is true, and your Association; your intercourse with each other, your interchange of business methods will tend to give you a character that will convince the farmers of that fact. The farmer must know that the local grain dealer is honest. The regular grain dealers must know that the consignee in the great commercial centers is honest. In other words, the grain dealer's reputation for honesty must be like that of the banker. His reputation is his great stock in trade and when he loses that his ability to meet competition is gone.

Judge Worthington was followed by Mr. Frank J. Quinn, a rising lawyer of Peoria, who welcomed the grain dealers to the city.

Responses to these welcomes were made by James C. Gorman of Baltimore for the East, C. D. Jones of Memphis for the Southeast, E. S. Woodworth of Minneapolis for the Northwest and G. J. Gibbs of Clifton, Texas, for the Southwest.

Mr. Gorman, who is vice-president of the Baltimore Chamber of Commerce, after acknowledging the heartiness of the welcomes extended, said:

Although requested to respond for the East, it is not understood, nor do I believe it is intended, that comment should be solely concerning that section, but upon general lines of topic and thought best calculated to serve the interests of the entire trade. Sections of country in such an organization as this should only exist for the purpose of representation as generally speaking. The acts of this convention, if wise in the East, should be judicious in the South, prudent in the West and equitable in the North.

There should be such a community of interests as will elevate the trade beyond the reach of the unscrupulous. There should be such fellowship that any act bearing the slightest suspicion of irregularity receives at once the severest condemnation, thus

letting it be known that transactions that will not stand the scrutiny of this official body are not in accord with the just principles of trade and that detection signifies extinction.

[Having referred to the benefits to be derived from an association and complimented its founders on the apparent success of their plan of organization, he continued:]

While the questions of arbitration, trade rules, weighing, etc., engage your attention, let me remind you of another and most important topic which could with profit and advantage be kept in view, viz.: "Transportation." Without denying that there have been and are still cases where sections and individuals have reason to complain, yet it is nevertheless not unusual to detect a spirit of antagonism towards transportation interests not always justifiable.

Too frequently improper and unwise methods are made use of in an attempt to secure some special privilege or favor. Self-protection asserts itself in a desire to obtain that which we surmise our neighbor possesses, but the proof of such possession is lacking. The correction of evils of this character is not to possess them but to prevent them. Experience shows the submission of a reasonable proposition, upheld by facts and figures, is quite likely to secure recognition. Cold facts, industriously applied, are earnestly recommended in lieu of other more frigid remedies. There must be no counter irritants applied; soothing lotions cause less irritation and smooth the way for an adjustment of all difficulties upon proper lines. Transportation interests are so interwoven with the business life of this country that the rehabilitation of the one means new life to the other.

Marvelous as are the facilities of transportation at the present time, the end is not yet. Constant improvements in every department are being pushed with a vigor that knows no termination. This applies not only to rail, but water lines as well. The improvement in the road-bed, heavier rails, stronger bridges, 80,000 pounds capacity cars, increased motive power, all emphasize in the most positive manner more extended markets for the farmer and a much larger business for the dealer. The great reduction in the last decade in the cost of carriage of grain and other products from the far West to the Atlantic seaboard and Gulf ports fully attests this. . . . Whatever tends to lessen the cost of production or delivery enhances the value of the products. The great increase in the capacity and propelling power of the lake and ocean freight carriers has greatly decreased the cost of transportation. The 5,000-ton ocean steamship of seven years ago has been replaced by the 10,000-tonner of to-day. Indeed, there are not a few of 14,000 tons' capacity, while the limit is about 18,000 tons, though the latest addition may carry 19,000 tons. Twenty years ago the usual rate of freight from the Atlantic seaboard to a direct port in the United Kingdom, per quarter of 480 pounds of grain, was 9 shillings, or reduced to United States currency, say 45c per 100 pounds. To-day the average rate will not exceed two-thirds to two-sixths per quarter, or, say, 10½ to 12c per 100 pounds.

The immensity of the ocean carrier has created another want; deeper channels were found necessary, as former ones were entirely inadequate to permit the leviathans to reach port. Without waterways of sufficient depth to accommodate the increased draft of the new merchant marine, all the improved interior facilities of transportation in so far as they relate to foreign markets would be next to useless.



THEO. P. BAXTER, TAYLORVILLE, ILL.
President 1902-03.

The task, therefore, of this National Association of formulating and adopting principles of trade for the government of its members becomes a most trying proposition and one that can only be successfully accomplished through the medium of representation from state bodies on lines which are the outgrowth of carefully considered principles and practices of such state organizations, remodeled to divest them of local application, care being exercised to avoid conflict with special local conditions.

The government appropriations for river and harbor improvement have been and are the means to the end of immense annual savings to the producers of this country, agricultural or manufacturing. Such appropriations have at times met with some opposition on the ground that each locality should stand the cost of improving its waterways because, as was erroneously argued, the benefits of such expenditures accrued to such places. The possible gains to an exporting port of cargo passing through such port to another, perhaps foreign ports, is incomparable to the savings in the values of commodities exported and the higher values resulting to the home markets.

The advantages and benefits of river and harbor improvements, when judiciously applied, are national, not sectional, and hence should properly be borne by the general government. Can anyone doubt that the millions expended by Congress on the jetties at New Orleans, opening up as it has those great arteries of commerce, the Mississippi River and its affluents, have enhanced the value of farm crops? Likewise the cost of deepening the channels from the ocean to Boston, New York, Philadelphia and Baltimore have all been returned many fold to the producer and consumer.

Take for example the enormous commerce of the Great Lakes and its increase during the past few years. The latest report for the seven months of this year 25,718,000 net tons. What can be the effect on the country adjacent thereto? Has it not caused the most remarkable development the world has witnessed? Remove the means of communication, isolate such sections by dwarfing facilities of transportation and you would have all the evidence of serious decline and decay quite as remarkable as

It is not so in the South, with the exception of a few leading cities, and for that reason the shipping of grain to a large part of that section is unsatisfactory and unprofitable. Now, let us be honest and see why. There are men here in this hall to-day, who, if approached on the subject of Southeastern business, would hold up their hands and say, "Excuse me, but I don't care to ship anything south of the Ohio River!" Well, why? Because, he would say, I once shipped so and so at such and such a point five cars of oats and when they got there he refused them. Well, I ask again, why? Because he said they were not what he wanted and not what he bought.

That man sells his five cars as best he can to some one else, possibly at a loss, and is thoroughly disgusted. Now, then, give the consignee an inning. Ask him about buying from such and such a market and he holds up his hands in horror and says, "Excuse me, I'd go without grain before I would buy it from that place." "Well, why?" "Because I once bought five cars of oats from so and so from there and he shipped me the very poorest I ever saw."

Now there we are, both sides. What was the trouble? Simply a lack of understanding. I am not here to say who is right and who wrong. In some instances shippers no doubt have been wronged at the hands of Southern consignees; and yet I have heard of instances where shipments were forwarded South on the pretext that "any old thing will go down there."

A few years ago the Southern Grain Dealers' Association was formed, but that was unsuccessful. I think because it did not have the proper support and some one to look exclusively after the association's affairs. If this Association can get a strong

ment and population, must of necessity come increased demand for grain.

Now let us anticipate the future and prepare for what we have to expect in our particular line of business. Let us get the buyers of the Southeast in harmony with the sellers of the producing sections. It is a question of no mean importance, for the business involved is even now greater than many of you suppose. The great fights between the Eastern carriers and our Southern roads for export grain tonnage have been matters of annual occurrence for a number of years, and as a result, the old established Eastern ports must bow in submission to the rapid inroads made in their clearances by their young competitors like Galveston, New Orleans and a few others.

This question interests every grain dealer in the territory tributary to both the East and the South. But it is the domestic movement we want to see conducted on a different plan. Some may ask, "Would the dealers of the Southeast take an interest in any movement looking to changes?" I'll say that I believe that every responsible dealer would, for he certainly needs some help. For instance, I'll just mention briefly a point or two with which they must contend. All of you appreciate the odium invited by scoop shovelers. Well, their counterpart can be found in our Southern country in the guise of dealers who are irresponsible and financially unreliable; who are able to do business because they can buy grain under present methods and never pay for it until the car arrives at destination; and not then if it shows him a loss. And I'll venture to say there are men here who know what it means to be "laid down on."

You make war on the scoopers, why should not a



H. S. GRIMES, PORTSMOUTH, OHIO,
First Vice President.

was the growth and development. Cheap transportation is the most potent factor to control the commerce of the world and in the development of any country.

In conclusion, permit me to remark in support of any and every question properly affecting the interests of the trade in maintaining the dignity and honor of this National Association in defense of every principle of fairness, justice and right, look well to the East.

C. D. Jones of Memphis, in responding for the Southeast, said that the people of his section think they know the significance of the word hospitality, and he could truly say that Peoria's welcome "makes me feel as though I were at home." He also expressed his opinion of the great mutual benefits derived from the Association and its work, and continued:

I believe that the Grain Dealers' National Association has done and is doing more good for the grain interests of the United States than any other trade association ever organized. I believe, too, that its greatest field for effort and improvement to-day lies in my own Southern country; and I sincerely hope that some effort will be extended in that direction.

Now I'll show you why. The North, the East, the West, the Southwest—in fact, all the grain producing sections, are organized, are working under a system, are governed by prescribed rules, made and upheld by local and affiliated associations. A shipper knows what to expect in the way of weights and grades in the different markets and what rules will govern the acts of his consignee. The receiver also knows his prescribed rights as well as those of the shipper; and so business is transacted without friction and without friction business becomes a pleasure. Rules and regulations are made, not only for the members of the large exchanges, but every dealer, at even the smallest points, knows that he will enjoy and reap full benefit afforded by the protection of these rules.



GEO. A. STIBBENS, CHICAGO,
Secretary-Treasurer.

footing in the South and Southern buyers can arbitrate differences with Northern shippers before fair-minded committees, there will ascend towards heaven hallelujahs to-day unheard; for the peace of many a shipper would go undisturbed, while the buyer would pursue the even tenor of his way, rejoicing that he can get what he buys or its equivalent.

To bring about such a change will require the patient labor of some one whose special work it is and who is given the moral support of every fair-minded buyer and seller in the country. The great trouble is lack of confidence, which must be built up between the buyer and seller. And back of confidence must be protection; for we may have confidence but it can be betrayed, and then we would lose on account of our confidence.

Now I will suggest a line as food for thought and head the subject, "Needed Reformation." That there are existing evils no one will question; and that they should be corrected, no one will deny. The truth is evident, when we note the benefits that would be derived by both parties to a contract. At present they are both working under disadvantages as a result of existing methods. For instance, we will all agree that legitimate competition is the very life of trade. Destroy that competition and the injury to some one is sure. Now if you are not having free competition for every order, two people are not getting their full rights. If you have grain to sell, and because of existing methods and customs are afraid to quote any territory, you are damaged by possibly having to sell cheaper than you otherwise might have done, and the buyer is damaged by possibly having had to pay more than he otherwise might have had to pay. Now, it is a fact that the South and the Southeast are the best domestic fields in the United States for our grain products, for these sections never raise but a small proportion of their requirements.

And we are using more and more, year by year; for our country is growing in population, and its general development is by leaps and bounds. The eyes of the shrewd man of affairs are pointed southward; and so we in reason can entertain great expectations for our section. With increased develop-



HOMER H. PETERS, CHICAGO,
Second Vice President.

reliable dealer in the Southeast want relief from a like burden? Take a man with his money invested in a plant, with fixed expenses for the maintenance of his business, should he not have protection from the unfair competition of an irresponsible dealer? It could easily be remedied if every dealer shipping to that territory would insist on their drafts being paid on demand. The man without money to do business on could not then buy grain to sell for \$3 per car profit and thereby cut the legitimate profits of the more substantial merchants. That would be one of the greatest reliefs to a shipper to the Southeast, for think how long a man in Texas must wait for his drafts to be paid when drawn on a dealer on the Atlantic coast!

There is certainly work to be done, for there are evils at both ends of the line; and in order to obtain good results the work must be undertaken by a strong organization—one which will command respect at once for its fairness and wisdom. The harvest is ripe, the laborers are few. A little movement in the right direction should meet with ready response. I do not feel able to answer for my country at large, but I can promise that any movement for uplifting or improving the Southeastern business will meet with ready allies in the Hub of the South; that great heart of the most fertile region of Uncle Sam's domain—the Queen of the great Mississippi Valley—Memphis!

When the band had played "Dixie" (great applause), Mr. E. S. Woodworth responded very briefly for the Northwest as substitute for G. D. Rogers of Minneapolis who was unable to be present. He closed by inviting the Association to meet at Minneapolis next year.

E. J. Gibbs, president of the Texas Grain Dealers' Association responded for the Southwest—a hearty Texas acceptance of a generous hospitality in behalf of the Grain Dealers' Association of Texas, of the dealers of the Hawkeye State, of the Sunflower

State and of the dealers from the young Oklahoma and Indian Territories, who accept proffered courtesies with every degree of thanks we can express. "We would not forget that when we stand in your beautiful city we are almost on sacred soil to every patriotic American," he continued. "We are in the home of the rail splitter, honest old Abe Lincoln. We would not forget the rugged Grant who made his home within the confines of your state; and, Mr. Chairman, while it is my privilege two or three times a year to listen to the glowing tributes paid the heroes of a defeated Confederacy, I say to the people of Illinois to-day, I have yet to hear for the first time, from one of those wearers of the gray, a word against that hero of the North—U. S. Grant."

E. J. Smiley of Kansas then read a number of letters of regret, including those from Statistician John Hyde of Washington, who was prevented by illness from bringing his paper on "Crop Statistics;" Secretary Coburn of the Kansas State Board of Agriculture; Frank O. Fowler of Winnipeg, Man., secretary of the Northwestern Grain Association, who had been asked to read a paper on "The Future Grain Trade of the Canadian Northwest;" J. B. Daish, claim agent at Washington of the National Hay Association; J. R. Sage of the Iowa Weather

was sufficient work to occupy the entire time of a secretary. But it was not clear that there would be available the necessary means to pay him a salary commensurate with the position and importance of the work; hence the secretary entered upon the year's work very much hampered. He knew full well the necessity for economy. He had the double task of doing the work for which the Association was primarily organized and at the same time, through energetic and persistent action, of increasing the membership and thereby enlarging the income to that safe point where receipts would be equal to or greater than disbursements. We can



THOS. A. COSTELLO, MAROA, ILL.,
Director from Illinois.

readily see how much easier and how much more work can be done when his income is assured. For example, I would refer you to some state organizations whose secretaries have only to first sign receipts for dues and then a check for salary, all because their membership dues are paid willingly and promptly, leaving the rest of his time to be disposed of in lining up some erratic member or other more pleasing work. It goes without saying that a man with a well filled pocket and belly has the call



J. P. HARRISON, SHERMAN, TEXAS,
Director from Texas.

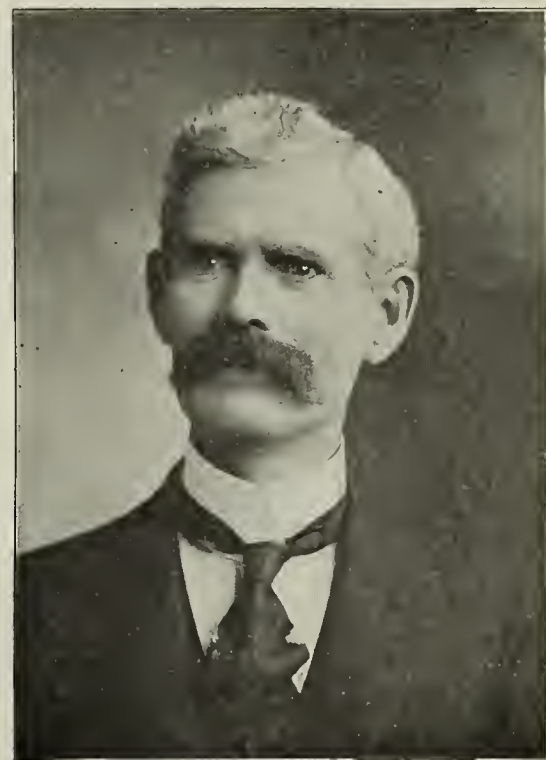
on the other fellow. I am not only glad but proud to say that the conditions of our treasury and income for the coming year place us now beyond the experimental stage; and I am sure the next year's records will show most satisfactory results.

I wish to refer in a general way to the object of our organization. The preamble of our constitution is simple and to the point. We are a body of grain men engaged in a legitimate business. This is a broad and safe basis. We are to formulate rules and make laws as our judgment dictates is necessary to attain the best results for the trade. This means that buyer and seller will be treated fairly and alike, and consequently benefits will inure to consumer and producer as well. The principle holds that the general grain trade cannot be benefited without the producer's and the consumer's sharing

in its benefits. That the grain business has improved and benefits been attained to a very marked degree of satisfaction is evidenced by your presence here and the cheerful and willing support given the work. It is, therefore, apparent that the aim of our Association is true and that it is established on a broad and safe foundation.

The National's work is along broad and general lines. Where any state association finds work necessary to further their best interest, but which goes beyond their territory and thus affects other associations, then it belongs to the National Association and justly so. That the National can work along those lines most effectively, there can be little doubt now from the records of the past years. With the large membership and wide influence of all affiliated associations sustaining us in the work, we command respect and, I am sure, recognition in any market or on any board of trade or exchange. Thus far we have not been refused, but always treated courteously; and, indeed, in some ways we have been instrumental in lending aid to those bodies which we feel free to say has been very gratefully received and acknowledged by them; and we are destined to be a more potential factor in all their dealings with the public than we have been. That they will recognize our influence and power there is no doubt.

It is indeed a pleasure and an occasion for us to be thankful for, that we can welcome to our membership the state associations of Indiana and of Southern Minnesota and South Dakota as affiliated associations, besides an increased membership of 100 per cent. in our regular membership lists; and with these additions to our membership is added a most satisfactory showing financially, of which I



D. HUNTER, HAMBURG, IOWA,
Director from Southwestern Iowa and Northwestern Missouri.

am sure we can feel proud and assured that the coming year's work will in no way be hampered for want of funds, as we certainly were last year.

I would like to emphasize to the members of state associations that they are members in fact of the National, as much as they are of the state associations, by reason of affiliation; and it is desirable that this be fully understood and appreciated. Your vote counts one, the same as a regular member's counts one.

Our secretary's report will give a full and detailed account of the past year's work, and I trust it will receive your critical attention; but I ask for him that you mingle with your criticism a goodly amount of just consideration, and I feel sure after hearing what has been done and knowing what he has had to contend with, you will be satisfied with the results of his work.

This has been a year of varied experiences in the grain business. Many new features have developed to even the oldest in the trade; but none of these innovations has in any way interfered with the progress in association work, but rather has proven the greater necessity for a strong organization. Corners and rumors of corners have been a constant theme from the beginning of the year until some almost consider them a necessity to the life of the trade, while others are disposed to think that injunctions are essential to the preservation of life in the trade. Neither of these positions is true, while both of them may have some features essential to an active market life. Our Association should use her influence and bring to bear her wisest councils to the end that all rules on exchanges should be fair and equitable to buyer and seller, whether he be a member of the exchange, a man of small capital, a millionaire, an exporter, or a country shipper. Our Association should be so strongly entrenched and well founded in its principles and work as to have co-operative influence in the making of rules and regulations on exchanges in all of our markets.

We need to exert our influence in the making of laws, rules and regulations whereby we will always have broad markets fully equal to the ever increas-



L. CORTELYOU, MUSCOTAH, KANSAS,
Director from Kansas.

Bureau, Des Moines; G. J. Tansey of the St. Louis Merchants' Exchange; etc.

Vice-President Baxter then introduced President Lockwood, who delivered his annual address, as follows:

Gentlemen and Members of the Convention:—This is the sixth annual convention of the Grain Dealers' National Association. To have gone South to the sunny clime where grow the cotton and the cane and the fragrance of the jessamine and magnolia in ethereal softness fills the air and delights the soul of man, was our intention. That we could not go caused some disappointment and regret, yet the change seemed necessary in the judgment of your directors. May the time soon come when we may accept the hospitality of the genial people of Memphis, the beautiful city of the South. That we are thankful for the cordial and unselfish manner in which we have been urged to come to Peoria and make ourselves at home is a mild way of expressing our feelings; and for this courtesy, praise for Peoria, typical northern city that she is, shall ever be heralded by the members of the National Association and her guests.

We meet under most favorable conditions, each year having recorded advancement, and this one to a very marked degree; for which we can be justly proud, and should congratulate ourselves. Our motives and intentions being good, the territory represented so large, the interests so vast that combined in harmony, the resulting power directed on correct lines has made our influence effective in securing many needed reforms and improvements; yet we have not accomplished all hoped for.

There is life in our Association to the extent only that we are planning for the future and co-operating with enthusiasm for the execution of these plans. In justification for saying that the coming year's work should surpass what has been accomplished in the past twelve months, I would remind you that this year has been largely experimental, in that it was apparent from the outset that there

ing business which becomes vaster and more stupendous year by year. Two contracting parties make the markets—buyer and seller. Each must be protected, while neither one can be limited more than the other without narrowing the market. But both must be governed alike justly; and when any exchange finds it cannot control the conditions, then our Association should lend its influence in a legitimate way to remedy the evil. And I believe we have now arrived at a point in our existence where we are equal to just such occasions. If the state laws are not such as to sustain the exchanges in our large central markets in making rules whereby their membership can be governed, contracts enforced, and the business of the country as transacted on their floors be as firm and fixed as those governing the money of our nation, then we should see to it that the laws be amended to give full and safe protection to the business which handles the great products of our nation.

The past year has developed in many directions wrath and indignation at the sliding-scale methods of inspection as practiced in some of our markets; and it is evident that there is just ground to demand practical reform. The inspection department, whether a state or exchange institution, should be conducted strictly under civil service rules and free from all personal, political and "pull" influences. If entirely free from such influences, should there be any differences in the grading of grain when the price of grain is high, under normal or abnormal conditions? I say, certainly not. Is there a manifest difference under present methods when markets are under stress? Most certainly there is; and it should be the business of this Association to work



J. W. McCORD, COLUMBUS, OHIO,
Director from Ohio.

for improvement and eradication of such methods. Fixed and specific grades should be established and maintained from year to year. The same standard should govern and be applied, regardless of price or crop conditions.

Weighing in our terminal and central markets is one of the most important features of our work; and I trust you will notice carefully what our secretary says on this subject. And while you will be pleased with his work, I think you should give an expression sustaining it as well.

Following close in importance to weighing and inspection is the police protection given to cars while standing on side-tracks and in yards and also the mutilation of grain doors and breaking of car door seals by inspectors. A rule requiring inspectors to seal car doors under their private seal is desirable and is being urged by the Association. The secretary's report showing work along these lines will, I trust, prove most satisfactory and in some respects will be surprising to you.

Arbitration as established has proved most satisfactory, as results show but two cases having been appealed from the state associations to the National during the year. One of these cases has been passed upon by the committee. Their decision affirmed the state committee's ruling. This certainly speaks well for this form and way of settling differences among our members and demonstrates the wisdom of its adoption.

The National Board of Trade has extended a request that we join them by affiliation. This seems a question of great importance and should receive careful and deliberate consideration and be passed upon by this convention. There are many other important features and items of interest in the work that will come up at this time for your consideration, and I bespeak for them your careful attention. May the work of this convention be carefully considered and judiciously executed and thus may our coming together be profitable and fraught with good results, and withal pleasant and agreeable that

the Association fellowship and fraternal feeling be cemented.

Owing to loss of voice through hoarseness, Secretary Stibbens was unable to read his report, which was laid over for one day.

To occupy the time allotted to this session, Mr. S. W. Yantis of Buffalo consented to read his paper on "Inspection Departments Operating under State



B. A. LOCKWOOD, DES MOINES, IOWA,
Ex-President (1900-02).

Law Should be under Civil Service Rules," which was on the program for the next day. The paper appears in another place in this number.

H. S. Grimes of Ohio moved that the paper be referred to a committee of which Mr. Yantis should be chairman to prepare such resolutions on the subject matter that the Association might act directly in the premises.

On motion of Jay A. King of Iowa, it was ordered that all resolutions be referred directly to the committee on resolutions without reading.

After announcements of subordinate association



JAY A. KING, NEVADA, IOWA,
Director from Iowa.

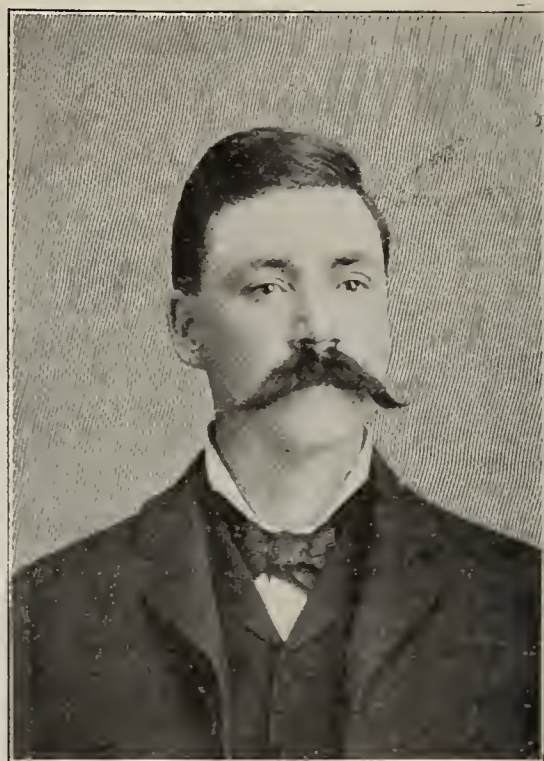
and other meetings, and a cornet solo by the famous Col. Lem H. Wiley of Spencer's Band, which furnished music for the convention, the Association adjourned to 10 a. m., Thursday, October 2.

Second Day—Thursday, Oct. 2.—Morning.

The second day's session was opened by C. A. McCotter of Indianapolis, secretary of the Grain Dealers' National Mutual Fire Insurance Company, who read the paper on "Mutual Fire Insurance" which appears in another column.

J. W. McCord, secretary of the Ohio Grain Dealers' Mutual Fire Insurance Company, said he wished to endorse all Mr. McCotter had said; and citing his experience in Ohio, he said that the Ohio company named, between January 15 and October 1, 1902, had secured about 300 policies covering \$330,000 of insurance, the maximum policy on any one risk being \$1,500. The losses during that period have been \$1,000; the assessments were made and were immediately paid, the loss itself having been paid in thirteen days, while the old line companies took sixty days. The Ohio company inspects its risks once or twice a year, and the inspectors find that the company has the cream of the elevator business in that state, which has 700 to 800 elevators and runs about eight fires on an average. Mr. McCord presented a set of resolutions, the adoption of which would have committed the Association to an endorsement of the company Mr. McCotter represents and a recommendation that grain dealers give applications for insurance by it.

H. S. Grimes, president of the Ohio company named, endorsed both the companies named and the mutual insurance principle as well as Mr. McCord's statements. "We have demonstrated in Ohio," he said, "that a mutual company can be successfully



J. C. ROBB, KINGFISHER, OKLA.,
Director from Oklahoma and Indian Territory.

operated and at an expense of about one-third of old line company rates. This can be easily demonstrated." He did not wish to be understood as antagonizing the old line companies, which are not discouraging the mutuals, but he hoped the resolutions offered by Mr. McCord would pass. An endorsement by this Association would greatly assist Mr. McCotter's company in obtaining quickly the insurance it needs in order to get its charter and begin business.

Jay A. King of Iowa, while favoring mutual insurance, rose to the point of order that an order existed requiring all resolutions to be referred without discussion to the committee on resolutions.

The point of order was sustained, and the resolutions referred without further debate.

On motion of J. W. McCord of Ohio, the chair was directed to appoint a committee of seven on nominations of officers for the ensuing year.

The committee on Mr. Yantis' paper was named as follows: S. W. Yantis of Buffalo; E. W. Seeds of Columbus, O.; Edwin Beggs of Ashland, Ill.

The secretary-treasurer's reports were then read on behalf of the secretary-treasurer by H. A. Foss of Chicago, as follows:

SECRETARY'S REPORT.

It gives me great pleasure to report to you that the Grain Dealers' National Association has had its share of the prosperity that prevailed universally throughout this great country of ours during the past year.

This assembly of representative grain men from all sections of the country augurs well for this or-

ganization and certainly means that the trade realize that in union there is strength. This great throng in convention assembled represents a business so great in the aggregate that the average mind fails to comprehend it, and suggests the great possibilities and achievements that are in store for this Association.

ARBITRATION.—One year ago at the Des Moines convention arbitration rules were adopted for the purpose of avoiding expensive litigation and adjusting trade differences, and all members of the National and affiliated associations are now availing themselves of this feature; and it is proving very satisfactory; and I believe that before another year passes by all members of the associations will take advantage of the arbitration plan now in force. Already sixty-five receivers and track buyers who hold membership in the National have gone on record to the effect that they would not do business with any man who would refuse to arbitrate a trade difference, and I am positive that inside of another year every receiver who is a member of the Association will decline to do business with such men, and as loyal supporters of a united grain trade will ignore in a business way anyone who is so unfair as to refuse to submit a difference to arbitration. Our committee has recently rendered a decision in a case appealed from the Iowa Grain Dealers' Association and has two other cases pending that have been taken up direct with the National Association. Association work has revolutionized the grain trade, and you all know that settlement of differences by arbitration was unknown a few years ago; but arbitration between members of associations can be enforced by methods that have been adopted by the various organizations, and the



J. W. GIFT, PEORIA, ILL.,
Chairman Peoria Executive Committee.

person or persons who refuse will be placed in a very uncomfortable position.

INSPECTION YARDS.—In May last I made personal investigation of the inspection yards in the city of Chicago and found that helpers of the track inspectors were ruthlessly mutilating the boards nailed over grain doors, thereby causing annually a loss of thousands of bushels of grain to the country shippers. This matter was promptly taken up with the Railroad and Warehouse Commission of Illinois by my calling attention to the carelessness of their track inspectors; and, on July 1, a rigid rule prohibiting the unnecessary mutilation of grain doors was adopted by the Chicago inspection department. The chief grain inspector and the official samplers inform me that this rule has been fairly well enforced and has caused a noticeable improvement. It must, however, have the constant attention of these officials in order to secure proper results.

POLICE PROTECTION OF RAILROAD YARDS.—Also in the month of May I made a similar investigation of the railroad yards in Chicago where grain is stored, and found several yards that had no proper police protection. I took up the matter with the railroad officials, and through our efforts watchmen were placed in the Chicago Junction Yards at Hammond, Michigan Central Yards at Hammond and Grand Trunk Yards at Harvey. A number of arrests were made at Hammond the first day the watchmen were in these yards.

The railroads that still have yards and tracks not properly policed are the Belt and the Illinois Central railroads. I desire to state, however, that these roads have competent watchmen in some of their yards. Their excuse for not protecting certain yards owned by them is that they do not store grain in them; but after receiving this information I visited these particular yards on two different occasions and found cars of grain stored therein and also found cars of grain with seals broken and doors open. You will understand that it was impossible for me to be mistaken, since I could examine the contents of the cars which stood on the

tracks with open doors and contents exposed to the tender mercies of all thieves who live near some of these isolated yards.

As a matter of fairness and justice to the country shippers, the Chicago market and other railroads; these two roads are in honor bound to protect property placed in their care, and the matter never will be dropped until they do properly police every yard they store grain in.

I desire to state that the Board of Trade weighing department of Chicago has co-operated with me in



A. G. TYNG, PEORIA, ILL.,
Member Peoria Executive Committee.

all instances where it was necessary to bring pressure to bear to remedy existing evils. The Chicago Board of Trade weighmaster and his assistants have the moral courage to champion the cause of right and are ever ready to lend assistance of the



B. WARREN, JR., PEORIA, ILL.,
Member Peoria Executive Committee.

department in bringing about a better state of affairs. The weighing department of the Chicago Board of Trade could be made more efficient if the revenue of that office were only sufficient to place extra men at elevators where it is necessary, so that they could place men both upstairs and down at the same time. This can only be brought about by making a nominal increase in the weighing fees. If it could be demonstrated to the Chicago Board of Trade, as I believe it can be, that country shippers of grain to that market are favorable to a small additional increase, I am sure the board would make such a charge for the purpose of putting extra men at elevators where it shall be deemed necessary.

BREAKING CAR SEALS BY OFFICIAL SAMPLERS.—This matter was taken up with the officials of the Chicago Board of Trade and they notified me as follows:

"Instructions have been given to all the official samplers of this board that in the future, when samples are taken from cars, the proper authorities (elevator people, when cars are in elevator yards, and railroad people, when cars are in railroad yards) be notified of the cars that were opened in order that they might be properly scaled before leaving the yards. We greatly appreciate your efforts for the betterment of the conditions that have existed in the past, and we trust that in future you will co-operate with our committee in placing every safeguard around the detail work in order that there may be no loss between the loading of cars and their unloading at destination.

"Yours truly,
"R. S. WORTHINGTON, Ass't Sec'y.,
"Chicago Board of Trade."

ST. LOUIS WEIGHTS.—The secretaries of the National and affiliated association met in St. Louis something over a year ago and spent two days in that market and during that time had two meetings with the members of the Merchants' Exchange and one meeting with the Terminal Railroad officials of that city. During that time they all became well informed in regard to the weighing proposition in that market.

Weights in St. Louis are governed both by state laws and city ordinances, and politics has entered into the matter very largely, much to the detriment of improved methods. It has been stated that the



R. W. VAN TASSELL, PEORIA, ILL.,
Member Peoria Committee on Accommodations, etc.

Merchants' Exchange of St. Louis might become liable, should they undertake to establish supervision of weights under the same system that is now used in Chicago. The situation is further complicated by the fact that East St. Louis is in Illinois, subject to Illinois state laws, and receives considerable of the grain going to that market, but which is handled by the members of the Merchants' Exchange of St. Louis. The Merchants' Exchange undertook to secure changes in the city ordinances that would allow them to supervise weights and not violate the law. One of the leading politicians of the city of St. Louis owns and controls several track and city scales and has not hesitated to use his political influence and prestige in the matter of weighing. As a result of the decision that was brought out at the meeting of the secretaries held in St. Louis, the associations finally took the stand and insisted that the Merchants' Exchange establish a supervision of weights in that market, regardless of state law or city ordinance; and we induced them to do so, and such supervision was established on June 2, 1902.

The Merchants' Exchange has had a large undertaking to induce all of the elevators to consent to allow a supervisor to be placed in their elevators, this being the case with two or three firms operating elevators in East St. Louis; and the Merchants' Exchange was strongly opposed by the Illinois Railroad and Warehouse Commission, which took steps to establish state weights at elevators in East St. Louis. The Merchants' Exchange succeeded in establishing a supervision of weights in all terminal elevators in St. Louis and East St. Louis, except in three elevators in East St. Louis and one in St. Louis proper, and there are five track scales, as I understand it, that are not under the supervision of the exchange. Since the supervision of weights was established June 2, country shippers have been urged to demand settlements on St. Louis Merchants' Exchange weight certificates, but were met

by the proposition from some of their commission firms that there were certain outlets for grain at St. Louis that could not be weighed under present circumstances under the supervision of the Exchange's bureau, and that these particular outlets would pay better prices than could be obtained under the supervision of the Exchange. This condition was not satisfactory; and Secretary Wells of Iowa and myself spent the day, Saturday, September 6, in St. Louis and had a meeting with the weighing committee of the Merchants' Exchange and talked with a large number of the members of the Exchange in general in regard to this proposition. The sentiment of the Exchange is strongly in favor of establishing a supervision of weights, but there is a certain amount of indifference existing among the receivers in that market, as in all markets; and the fact that receiving houses are not particular sufferers also gives chances for indifference. The members of the Exchange stated candidly that on account of the jealousy that naturally existed between different firms, it had been impossible for one firm to make a suggestion without meeting with some opposition from someone who might be personally unfavorable to the person making the proposition, and they freely stated that the National and state associations would certainly have to give them assistance to bring the weighing bureau into general use in a way that would be practical for the best interests of both the St. Louis market and the country shippers.

While we were in St. Louis we succeeded in persuading two of the elevators to consent to Exchange supervision; and it was proposed that the track scales be placed under the supervision of the Merchants' Exchange, to which proposition, I understand, the owner has consented. We desired that all grain be weighed in elevators instead of on

The above notification from the chairman of the Railroad and Warehouse Commission was brought about by a conference he had with the St. Louis weighing committee on September 12, at which time the committee insisted that the Railroad and Warehouse Commission withdraw its weighers in order to give the Merchants' Exchange weighing department control of the weighing in East St. Louis. The weighing committee notified Chairman Neville verbally that they would continue to supervise the weights in elevators in East St. Louis and would re-



THOS. A. GRIER, PEORIA, ILL.,
Member Peoria Executive Committee.

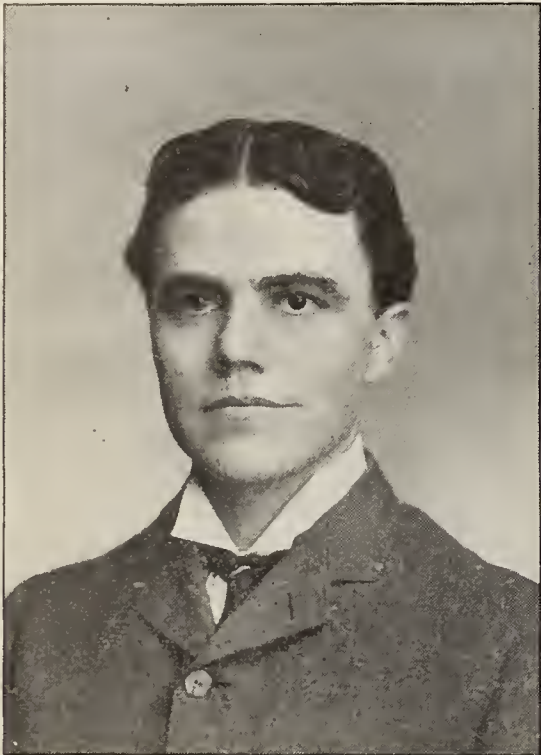
fuse to pay the state weighing fees, unless compelled to do so; and that the Railroad and Warehouse Commission could retain their weighers if they so desired. The weighing committee stated that they would not interfere with the state weighers. The weighing committee tried to ascertain from Mr. Neville what had induced the Railroad and Warehouse Commission to take the action they had, asking if they were requested to do so by the grain dealers of Illinois or by the board of directors of the Merchants' Exchange in St. Louis or the receivers of grain in St. Louis or by the members of the Merchants' Exchange as a whole. His reply was that the laws were on the statute books and they intended to enforce them.

By considering carefully the notice given the elevator owners in East St. Louis by Chairman Neville, we see that the Railroad and Warehouse Commission has assumed responsibility which it does not

secure control of the weighing and have met many obstacles. One of these obstacles is the opposition of a number of elevators to the idea of any person or persons other than their own employees participating in the weighing of grain. These parties do not seem to see the justice of giving the shipper and owner or receiver of grain any rights in the premises. There seems to be no regular system of weighing barley in the St. Louis market, and shippers of that particular grain are making vigorous demands of the receivers in that market for an improvement.

I present this matter for your careful consideration and not for the purpose of injuring the St. Louis market in any way, but in order to assist them in thoroughly establishing a system of weighing similar to that already in existence in Kansas City, Mo., and Chicago, Ill., to which there has been no opposition from the laws of the states named nor by the shippers of grain to those markets. It would seem reasonable that if the Kansas City Board of Trade could take full charge of the weighing in that market, the same could be done in the St. Louis market, where they operate under the same laws as in Kansas City, except, possibly, the city ordinances that are in vogue in St. Louis.

The part that the Railroad and Warehouse Commission of Illinois is taking in the weighing proposition at East St. Louis is so very inconsistent that it has brought about universal comment, seeing that for many years past it had in no way paid any attention to the matter in East St. Louis. As soon, however, as the Merchants' Exchange weighing bureau was inaugurated the Railroad and Warehouse Commission, on account of some extraordinary influence brought to bear upon it, placed state weighers in the public elevators and attempted to



J. R. RIDGE, PEORIA, ILL.,
Member of Committee on Coliseum, etc.

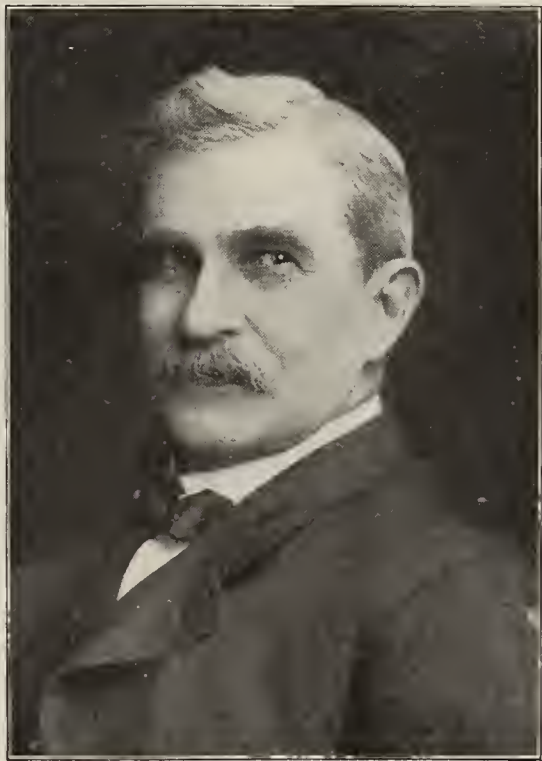
track scales, but decided for the present that there was nothing to do except to establish a supervision over the four or five track scales that weigh grain to local points. We do not desire to antagonize receiving houses in St. Louis in this matter, as the majority of them are acting in good faith with the exception, possibly, of some indifference.

The shippers of grain into St. Louis and East St. Louis should positively demand that their grain be weighed under the supervision of the Merchants' Exchange weighing bureau, which will, in my judgment, force the two or three elevators still refusing to come into line, and, we believe, will overcome the opposition offered by the Illinois Railroad and Warehouse Commission. As I understand it, the Railroad and Warehouse Commission of the state of Illinois never made any move to place state weighers in elevators at East St. Louis until after the Merchants' Exchange weighing bureau decided to supervise the weights on the east side of the river, and on account of the influence brought to bear upon the Railroad and Warehouse Commission they placed weighers in the elevators at East St. Louis and made no charges up to September 1. The elevator operators were notified that on and after September 1 the state would collect weighing charges. The state weighers of East St. Louis were notified on September 8 that certain parties would, from that time on, refuse to pay state weighing fees and they were advised by the chairman of the Railroad and Warehouse Commission of Illinois as follows:

"You are hereby notified that the Illinois Railroad and Warehouse Commissioners have appointed B. T. Bradley to be chief weighmaster at East St. Louis, Illinois, and W. T. Neigarte as assistant weighmaster at your elevator, as provided by the laws of the state of Illinois, Sections 186 to 191 inclusive; and that said weighmaster and assistant by said laws have exclusive control of the weighing of grain and other property in your elevator, and you are hereby notified not to allow any other person or persons to participate in the weighing of such grain or other property in your elevator.

"Yours truly,

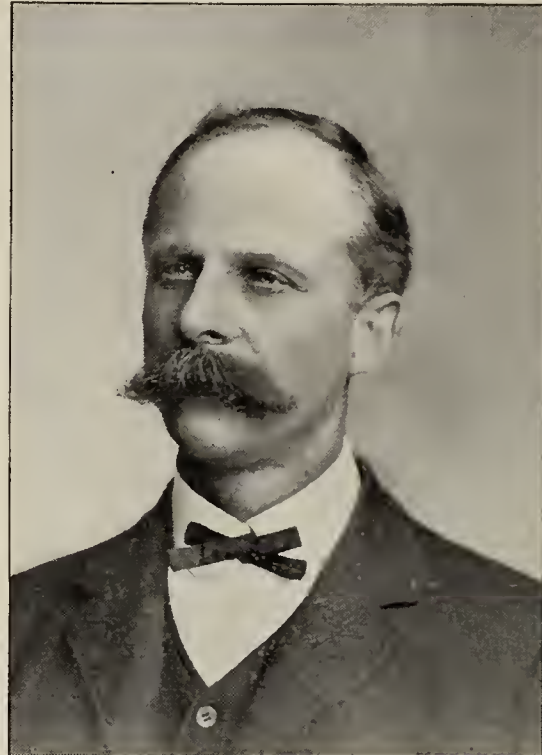
"JAMES A. NEVILLE, Chairman."



W. B. HARRISON, ST. LOUIS.

possess as a Commission, since Mr. Neville stated in his notice that the state weighmaster and assistants, according to the laws of the state of Illinois, would have exclusive control of the weighing of grain and other property in the elevators; and, mark you they notified the elevators not to allow any other person or persons to participate in the weighing of such grain or other property. It is reasonable to conclude that the Railroad and Warehouse Commission of this state has undertaken to enforce laws that are not on the statute books. The Railroad and Warehouse Commission has even attempted to take charge of the weighing in private or class "C" elevators at St. Louis.

I am notified by the chairman of the weighing committee of the St. Louis Merchants' Exchange that they have worked earnestly and arduously to



C. H. FELTMAN, PEORIA, ILL.,
Chairman Committee on Coliseum, etc.

place weighers in private elevators, presumably to defeat the objects of the St. Louis Merchants' Exchange. I can only form two conclusions in regard to the matter. One is that certain operators of elevators at East St. Louis prefer incompetent political supervision to just and equitable supervision, which undoubtedly the Merchants' Exchange would furnish to all parties interested; or is it that an election in Illinois is to take place in November next, and it was thought that a few places might possibly be provided for political workers in order to help out the election of certain people (or some politicians)?

The governor of this state was interviewed and requested to have the Railroad and Warehouse Commission keep hands off the weighing in East St. Louis, but for reasons unknown to us state weighers were installed in that market. As this is strictly an Illinois matter and comes under the jurisdiction of this state, it would be wise and proper for the grain trade of the great state of Illinois to see to it that representatives to the legislature are elected this fall solemnly pledged to repeal all obnoxious laws relating to the inspection and weighing of grain.

SEALING OF CARS.—Having investigated to some extent the present system of sealing cars I find that the system now in vogue does not protect the property contained in the cars, because the system consists of taking a record of the seals upon the cars' arrival or departure from the various yards. If seals are broken upon or after arrival, they are replaced with seals of the yards the cars are in, one number sufficing for all the cars in the yard. Consequently, a seal might be broken and replaced several times during the car's stay in that particular yard, and when it left that yard the same seal number (but by no means the same seal which it received when it reached that yard) would be on the car. I believe that a better method would be to do away with duplicate seal numbers, giving each yard a sealing iron of its own which would designate the number of the yard, each yard being numbered according to the distance it is located from the main

station, i. e., a yard ten miles from the main station would be number "10," and this number would appear upon the lead of the seal (having been impressed there by the sealing iron in addition to the number on the tin part). The numbers on the tin should be consecutive so as to prevent all possibility of duplicating. Of course, it will be necessary to renew the series, after they had reached the limit of convenience. To make this system effective it would be necessary to take a record of every seal that is put on a car and the reason for breaking the former seal.

I believe that this is a matter that deserves the careful attention of the grain trade and of the railroads. On account of the imperfect system of sealing cars in vogue at this time, it is impossible to secure from the various railroads a complete record of the seals on cars from point of origin to destination, and claims cannot be collected on account of seal being broken. Besides, you cannot secure information as to where and when the seals were broken.

This matter will be properly placed before the various railroad officials of the different roads with the view to inducing them to adopt a system of this nature in order to give better protection to the shippers of grain.

UNIFORM CONFIRMATION OF PURCHASE.—In the past six months I have had considerable correspondence with Chicago track bidders in regard to adopting a uniform confirmation in the purchase of grain in the country. A large number of them are favorable to adopting a uniform contract, but on account of the various opinions offered by the different parties concerned, I have been unable to bring about a general agreement, and I believe the only way it can be brought about is by a meeting of the track buyers in order to give them an opportunity to discuss the important features of such a con-

Withdrawals	5
Members of National who have died during the past year.....	6
Affiliated members who died during the past year	1

The membership among the receivers, track buyers and brokers in the various markets is 186, making a total individual membership of 2,189. The South-eastern Iowa Grain Dealers' Association at the last annual meeting was reported as having affiliated, but paid no dues and it is in the same position now, consequently it is not counted in our membership. We have three individual members in unorganized territory who are in arrears in dues. I am pleased to report that not a single individual member among the receivers, track buyers and brokers is delinquent in dues. The delinquent dues of affiliated associations are \$419.00.

FINANCES.—You are all probably aware that when I was elected to my present position the financial income of this organization had never been sufficient to carry on aggressive work. The first important thing I found necessary, upon assuming the duties of the office, was to make an extra effort to increase the membership in order to secure a sufficient revenue to defray the expenses of the organization and carry on the work that was expected to be done in terminal markets by this Association. How well I have succeeded with the funds that I had at my command I leave for you to judge. Had there been more funds at my disposal, a great many more things could have been accomplished than have been; and as the organization is now on a financial basis that will allow it to broaden its work, a greater work can be carried on during the coming year than in all the years preceding.

INCREASE OF MEMBERSHIP.—It is very gratifying to me to be able to state that I have been able

Expenditures were as follows:	
Office supplies.....	\$ 106.64
Secretary's expenses, car fare and hotel bills.....	209.57
Printed matter and stationery.....	203.44
Office rent.....	120.00
Exchange on checks.....	.35
D. Hunter, trip to Kansas City.....	10.00
W. R. Mumford, expense attending National Hay Association convention as delegate.....	25.00
Room rent and chairs for secretaries' meeting	15.16
Office furniture.....	63.75
Secretary's bond.....	10.00
President's bills.....	86.39
Telegrams	23.20
Stenographer's salary.....	432.03
Postage	225.00
Secretary's salary.....	2,500.00
Deposit with Central Passenger Association	17.00
1,535 badges.....	25.53
120 delegate badges.....	9.60
Arbitration deposits to be returned...	30.00
\$4,112.60	

Cash balance on hand.....\$ 439.12

Following the reading of these reports, J. L. McCaull of Minneapolis delivered an address on "The Repeal of the Duty on Canadian Grain," which appears in another column.

The chair then appointed the following committees:

ON RESOLUTIONS—Jay A. King, Nevada, Iowa,



G. J. GIBBS, CLIFTON, TEXAS.

tract of confirmation. They will, in the near future, be given an opportunity to attend a meeting for this purpose. I have had legal advice in regard to this matter, and a contract along these lines has been published, giving the form that has been discussed by the different track bidders of Chicago and also giving some legal advice in regard to the matter. I would suggest that the track bidders present at this convention have a conference in regard to this matter before we adjourn, in order to bring about, if possible, a uniform contract. If this could be done it would save a great deal of annoyance and considerable litigation, and the bidders would soon be able to educate the trade to sign a duplicate confirmation when selling grain and return one copy to the buyer.

ASSOCIATIONS AFFILIATED.—The five local divisions of the National Association in the state of Indiana, on the 25th of last January, were merged into one state association and upon consummation of the state organization it voted to affiliate with the National, and there has been quite an increase in the membership of that state organization. The South Minnesota and South Dakota Association on July 15 last also voted to affiliate with the National, and this organization now covers every important grain growing state, except Nebraska. The membership of affiliated associations in some states shows a slight decrease and in other states quite a large increase. The affiliated state and local organizations have the following membership:

Ohio Grain Dealers' Association.....	237
Indiana Grain Dealers' Association.....	251
Illinois Grain Dealers' Association.....	374
Iowa Grain Dealers' Association.....	382
Kansas Grain Dealers' Association.....	250
Texas Grain Dealers' Association.....	125
So. Minn. and So. Dakota Grain Dealers' Ass'n.	157
Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri.....	98
Oklahoma and Indian Ty. Grain Dealers' Ass'n.	125
Country Members of National Association in Unorganized Territory.....	4
Total.....	2,003



WM. N. ECKHARDT, CHICAGO.

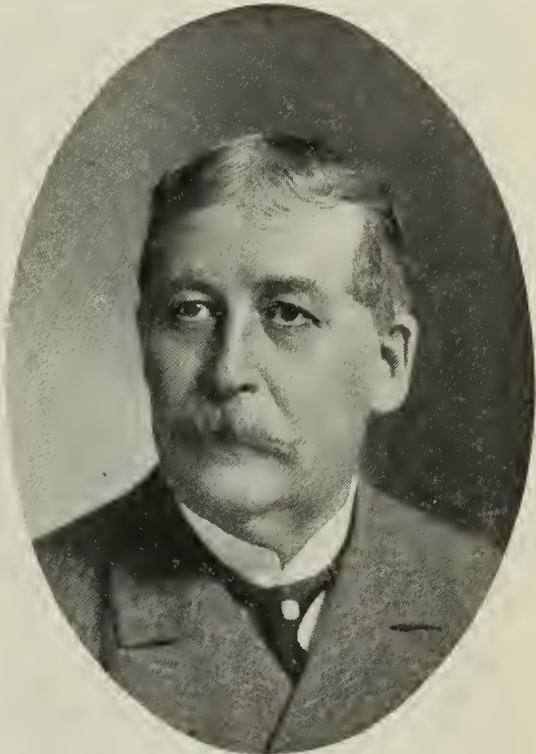
Chairman Committee to Revise Trading Rules.

to increase our membership among the receivers more than 125 per cent. Had it not been for the change in the location of holding this convention, I candidly believe that we would have been able to increase our membership at least 150 per cent. In my opinion this meeting will result in doubling our membership the coming year, as the receivers in all markets are becoming interested in this organization and are learning that it is doing a work that cannot be done by any other organization and is at all times endeavoring to remedy evils existing in the terminal markets by securing better weights, inspection and protection of railroad yards. This work can only be done by an organization that has the undivided support of the entire grain trade.

TREASURER'S REPORT.

October 2, 1902, balance on hand.....	\$ 194.42
Money received by Chas. S. Clark while acting as secretary in my place:	
Membership fees.....	80.00
Iowa Grain Dealers' Association.....	100.00
Illinois Grain Dealers' Association.....	136.00
Kansas Grain Dealers' Association.....	84.50
Cut of Association emblem.....	.75
Dues from Mains & Reeve.....	.50
Sam Finney's dues.....	5.00
C. E. Erwin & Co.'s dues.....	1.00
Total.....	\$ 602.17
Total expenditure of Chas. S. Clark, acting in my place.....	44.90

Net amount of money received from Mr. Clark	557.27
Present Treasurer received for memberships' fees	720.00
Contributions	10.00
Individual dues.....	1,625.95
Affiliated Associations' dues.....	1,578.50
Deposits on arbitration cases which half will be returned.....	60.00
Total.....	\$4,551.72



DAVID I. BUSHNELL, ST. LOUIS.

chairman; W. H. Chambers, Minneapolis, Minn.; Walter Kirwan, Baltimore, Md.; J. C. Robb, Kingfisher, O. T.; G. L. Graham, St. Louis, Mo.; John Herron, Sidell, Ill.; A. E. Hartley, Goodland, Ind.; Sam Finney, Chicago, Ill.; C. A. Foster, Pittsburg, Pa.

COMMITTEE ON CONSTITUTION AND BY-LAWS—A. Gerstenberg, Chicago, Ill.; Theo. P. Baxter, Taylorville, Ill.; M. E. DeWolf, Laurens, Ia.; S. D. Sampson, Indianapolis, Ind.; L. Cortelyou, Muscotah, Kan.

AUDITING COMMITTEE—A. R. Sawers, Chicago, Ill.; C. T. Prouty, Kingfisher, O. T., and G. H. Currier, Prescott, Iowa.

The meeting then adjourned until 2 o'clock.

THURSDAY AFTERNOON SESSION.

The afternoon session was devoted mainly to the reading of papers.

The first on the program was that of W. T. McCray of Kentland, Ind., on "Why Receivers Should Support the National Association."

In the course of Mr. McCray's paper, he referred to the death of Frank H. Peavey, who was on the program of the National Association convention of 1901. On motion of J. L. McCaull of Minneapolis that portion of the address was referred to the committee on resolutions with the instruction that it be embodied in the report of that committee.

Jay A. King of Iowa read a paper on "State and National Arbitration."

Following him was an address by John O. Foer-

ing, chairman of the Chief Grain Inspectors' National Association, on "Uniform Inspection of Grain."

Mr. Grimes of Ohio said he thought this Association is greatly indebted to the Inspectors' National Association and he thought that the Dealers' National Association should by motion or resolution refer the paper read by Mr. Foering to the committee on resolutions with instructions to report resolutions applicable to the situation or to recommend action to be taken. On motion of John W. Snyder of Baltimore the paper was so referred.

The next paper was one by F. O. Paddock of Toledo on "Grain Corners."

Homer H. Peters of Chicago followed with a paper on "Hedging Against Cash Grain."

W. S. Washer of Atchison, Kan., finished the pro-

nal Markets." The number listening was small; but Mr. Harrison was in earnest just the same. He said he had spoken to this same topic in June at Decatur and had not since changed his mind on the main proposition that St. Louis had been unjustly censured on the weighing question. Conditions in St. Louis are peculiar to herself; and he went on to explain from a St. Louis standpoint the difficulties the market had had with weights. This problem had been solved by the action of the St. Louis Merchants' Exchange which had set apart the sum of \$10,000 to establish and put into operation a weighing bureau under its own supervision. The committee had gone ahead; had hired competent men, and had put them into the elevators. Having done this, however, the Exchange ran up against the Illinois Railroad and Warehouse Commission in

or of its being weighed at "any old place." The per diem system of accounting for use of foreign cars has already assisted in facilitating the railway movement of grain; the consignment of grain to elevators direct would also tend to the same end.

The committee on credentials by Geo. W. Wells of Iowa reported that Ohio was entitled to 12 votes in the convention; Illinois to 14; Iowa to 20; Kansas to 13; Texas to 7; South Minnesota and South Dakota to 8; the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri to 5; Oklahoma and Indian Territory to 7; and regular receivers to 197. The committee recommended that the chairmen of the delegations poll their votes and announce them when necessary. The report was adopted.

H. A. Foss, Chicago Board of Trade Weighmaster,



MEMBERS OF THE GRAIN DEALERS' NATIONAL ASSOCIATION AS PHOTOGRAPHED ON THE STEPS OF THE COUNTY COURT HOUSE AT PEORIA, ILL.

gram with a paper on "Why Track Buyers Should Confine Their Purchases to Regular Grain Dealers."

During the intervals, the following committees were appointed:

ON NOMINATIONS—J. W. McCord, Columbus, O.; H. N. Knight, Monticello, Ind.; M. McFarlin, Des Moines; G. J. Gibbs, Clifton, Texas; John W. Snyder, Baltimore; A. R. Sawers, Chicago; D. Hunter, Hamburg, Ia.; W. T. McCray, Kentland, Ind.; C. T. Prouty, Kingfisher, Okl.; E. J. Smiley, Topeka, Kan.

ON CREDENTIALS—Geo. A. Wells, Des Moines; E. J. Smiley, Topeka; C. A. May, Minneapolis.

An invitation was read from the mayor of Milwaukee, Wis., inviting the Association to hold its next meeting in that city.

On motion adjourned to 8:30 a. m. Friday, Oct. 3.

Third Day, Friday, Oct. 3.—Morning.

Although the stated hour for opening the last session of the meeting was 8:30 a. m., it was nearly 10 o'clock before order was obtained and Mr. W. B. Harrison of St. Louis introduced to talk upon the subject of "Improved Weighing Methods at Termi-

East St. Louis, who suddenly decided to put in state weighers and who will not now allow the Exchange's men inside the houses. This action Mr. Harrison, on behalf of the Exchange, most vigorously protested against. The Exchange should, he thought, be allowed to attend to its legitimate business without the interference of the state or state politicians. As to that part of the St. Louis market, the Exchange is helpless and will so continue unless the people of Illinois by their legislature shall see fit to repeal the law under which the state takes charge of the weighing. On the St. Louis side of the river, a similar law exists; but the authorities there have given way to the Exchange's bureau, which is now at work in the houses in that city save one only, the owner of which refuses to allow the bureau's employees inside his elevator. The Exchange is now ready to defend its employees' weights; and it recommends that all shippers to that market consign to the elevators direct. Many are now doing so; and the speaker thought that in time all shippers would do so, instead of selling on track, with the chance of the car's going 'round the circle before weighing

being called for, paid a high compliment to such of Secretary Stibbens' work as he had become familiar with in connection with the work in the railway yards referred to in the secretary's report. Mr. Stibbens was, he said, a tireless worker, up at 4 or 5 o'clock and at work in the yards at 6, and ready to go anywhere or everywhere. Referring to the difficulty of getting railways to police their yards, he said the trouble arose from the division of responsibility. The traffic men are trying to increase business but the operating department tries to cut down expenses; and the tendency is to cut down the salary list and to lop off men. His own contention was that policing was economical since it added to the net amount of grain that ultimately paid freight. While in a measure the work of Secretary Stibbens is apparent, yet as a matter of fact only a small fraction of his actual labor can be understood or appreciated by any save those who have worked along with him. St. Louis' troubles did not appeal to Mr. Foss so forcibly as, perhaps, they do to St. Louisians. He thought the powers that be there should be given a chance. An honest boss has honest men about him; even a politician

may, as a weigher, be honest, and, at least, should be deemed such until the contrary is discovered and established.

S. W. Yantis from the special committee to whom was referred his own paper on civil service in inspection departments, presented a report, which Wm. B. Harrison moved be adopted. The chair ruled that the report was out of order in that being in the form of a resolution it should come from the committee on resolutions.

W. N. Eckhardt of Chicago reported the following revision of the trade rules adopted a year ago by this Association:

RULES GOVERNING SALES OF GRAIN ON TRACK.

On all contracts for the shipment of grain sold on track or to arrive, the rules, by-laws and regulations of the market named in the terms on which acceptance is made shall govern in settlement. In case no rules, by-laws or regulations are regularly established, the following rules shall govern:

No. 1. Confirmation.—It shall be the duty of the purchaser to mail to the seller on the day of purchase, a confirmation in writing, giving the number of bushels, kind of grain, railroad and point of shipment, terms, price, time given for shipment, also billing instructions in keeping with the rules of the railroad on which the shipment is to originate at time of sale, kind of cars to be loaded, and any other points the purchaser may deem worthy of mention. It shall also be the duty of the seller to confirm sales in writing on day of sale, setting forth the number of bushels sold, kind and grade of grain, railroad and point of shipment, price, time within which grain is to be shipped, terms and agreement to abide by all other conditions named in the card or wire bid. On receipt of confirmation, both parties to the contract shall carefully check all terms named therein, and in case of any differences, notice must be given at once by wire or in writing.

No. 2. Time for Shipment.—Specific number of days for time of shipment or arrival on all contracts should always be mentioned. Shipment within any number of days shall mean to include day of sale, Sundays and legal holidays. On contracts maturing on Sundays or legal holidays, shipment shall be made on preceding business day. "Immediate shipment" shall mean that the seller has three days in which to load and bill grain, including Sundays and legal holidays. "Quick shipment" shall mean within five days with the same specifications as above. "Prompt shipment" shall mean within ten days, with the same specifications as above. Where no time is specified it shall be understood to mean ten days' shipment. On failure to furnish billing instructions as above specified, the seller may on reasonable notice to the buyer have the right to sell out the grain to the best advantage on account of buyer, and the latter shall be responsible for all loss incurred. Time for shipment within the limits named in the contract shall be at the seller's option unless otherwise specified.

No. 3. Billing Instructions.—In case grain is sold for "immediate" or "quick shipment," purchaser shall wire billing instructions unless same shall be understood or given in mail bid or embodied in wire bid. In case sales are made for "prompt," or any specific number of days other than above indicated, mail billing instructions as provided in Paragraph 1, will suffice. Billing directions on grain sold may be changed, where such change does not prejudice the interests of the seller, or involve additional risks.

No. 4. Shipment.—Should the seller find, where his contract provides a specific time for shipment, that he will not be able to fill the sale within the time specified, it shall then be his duty to advise the purchaser by mail, wire, or 'phone of the probable deficit, at which time the purchaser may elect to cancel, extend time of shipment, at either the original or agreed price, or advise seller that he will be obliged to buy in said deficit in the market for which the grain is sold to the best advantage for his—the seller's—account and render a statement accordingly; and on contracts providing a specific time for arrival, the buyer may elect to cancel such contract or any balance that may still be due; or it shall be his duty to cover the contract or any deficit on same, basing the deficits on shipper's weights or estimates; and wherever shipper's weights or estimates are not given, on his own fair estimate of the contents of the cars that have been applied on the contract.

No. 5. Demurrage.—The seller shall be liable for any demurrage charges accruing on grain billed to "shipper's order" occasioned by the purchasers not having B-L in hand, so that he could have given disposition of said grain.

No. 6. Samples Sales.—It shall be the duty of the seller of grain by sample to deliver grain fully up to sample, shipment to be made according to the terms of contract. The inspection committee or some duly authorized committee of the market to which the grain was billed, shall pass upon such shipments, providing purchaser shall refuse to receive same upon contract on account of quality. Should said committee decide that grain tendered was not up to sample, it shall be the duty of seller to adjust difference satisfactorily with purchaser; in case of failure on part of seller to adjust promptly, the grain shall be subject to his order. The buyer shall then elect to cancel an equal amount, or buy in for account of the seller a like quantity on the original contract, but must give notice at once to the seller of his action. The seller must also provide for immediate payment of any drafts



SOME OF THE BADGES WORN AT THE PEORIA CONVENTION.

Zahm, red lettering on white; Chicago, gold on blue; Baltimore, gold on black and yellow; Kansas, gold lion ght yellow; Illinois Valley, gold on white; Minneapolis, black on pink; Detroit, black on scarlet; Ohio, black on yellow; Indiana, gold on dark purple; Minneapolis Chamber, silver on navy blue; South Minnesota and South Dakota, silver on navy blue (pins and pendants on each of oxidized silver); Peoria Corn Exposition, black on sky blue; Illinois, black on orange; Toledo, pink with gold pin and celluloid name plate and pendant; St. Louis, gold on dark purple with skeleton 1901; Philadelphia, gold on sky blue; Chief Grain Inspectors, gold on scarlet.

made against shipments that may have been refused.

No. 7. Loading.—It shall be the duty of the seller of grain on track, or to arrive, to load all cars in keeping with the rules and regulations of originating railroads, and to be liable for any charges accruing by non-observance of same.

No. 8. Terms.—The word "terms" shall mean weights and grades guaranteed by shipper in market in which grain is billed, as agreed upon at time of sale.

No. 9. Telegrams.—The sender shall prepay all telegrams unless by agreement party to which same is addressed has previously consented to pay for such messages.

No. 10. Acceptances.—Wire and 'phone accept-

ances to mailed track bids, must reach the office of the bidder within the limit of time specified therein. All wire bids or offers should give time limit for acceptance.

No. 11. Surplus Shipments.—All surplus shipments on track sales or sales to arrive, shall be handled according to rules of the market to which the grain was billed.

No. 12. Regular Market Terms.—By "Regular Market Terms" the trade shall understand official inspection by an official inspector of some Board of Trade or State Inspection Department, and Board of Trade or Regular Exchange or disinterested public weights shall govern.

No. 13. Interior Shipments.—No grain sold on regular market terms shall be forwarded by pur-

chaser to interior points without the consent of the seller.

No. 14. Invoice.—It shall be the duty of the shipper of all grain to mail purchaser or consignee on day grain is loaded an invoice of such shipment, setting forth the car initial and number, kind of grain, actual or estimated weight, price if to be applied on sale, amount of draft drawn and how billed. All Bs-L attached to invoices or drafts must be in proper form, and the buyer shall not be responsible for the payment of drafts, or for delays occasioned by the forwarding of irregular or improper Bs-L by the seller.

No. 15. On all contracts for grain based on regular established grades, the tender of sulphured or so-called "purified" grain shall not be considered valid, and in case such shipment shall be made on contracts, the seller shall forfeit his rights under the same, and the buyer may at his discretion elect to cover such open contracts or balances necessary to fill, without further notice to the seller, who shall be liable for any loss arising in such transaction.

No. 16. All complaints of violations or evasions or willful neglect to comply with the rules and regulations herein set forth on part of either the buyer or seller of property, shall be referred to the Board of Directors, and subject to such discipline as they may elect.

On motion, the rules were adopted as read.

A. R. Savers, from the auditing committee, reported the treasurer's report to be correct, and the report, on motion, was adopted.

The chair announced a change of ruling as to the report of the Yantis committee, which was thereupon given the floor. The report was, on motion of Mr. Rogers of Philadelphia, adopted, as follows:

Whereas, The matter of the inspection and grading of the grain crops of the country on their journey from the bins of the producers to those of the consumers is a matter of such great importance, not only to these great interests but also to the trade through whose hands they pass in the course of this transmission, that the actual work of such inspection and grading should be entrusted only to expert judges of grain carefully chosen, who should be so selected that they owe their appointment to no private influence, and who should be well paid and should hold their position during good behavior and efficient service, and, hence, be under no obligations to consider anything except their duty to the general public and be under the strongest possible obligations to discharge that duty well; therefore,

Resolved, By the Grain Dealers' National Association in convention assembled, that in all cases where the inspection and grading of grain is in the hands of the state authorities, we request the appointment and retention of all the employees of such department under the terms of a well considered civil service law; and that where the inspection and grading of grain at any market is in the hands of the local grain exchange, we request the appointment and retention of all the employees of such department under the terms of well considered civil service rules and practices; and that we further request that the shipping interests of the country at large be allowed representation in the supervision of the department.

Resolved, That the Secretary be and he is hereby instructed to take in charge further correspondence with the parties hereinbefore mentioned and push to a conclusion the object of these resolutions.

Resolved, That the Secretary be directed to transmit a copy of these resolutions to the governor, secretary of the state, president of the senate, speaker of the house of representatives and heads of the departments having charge of this work in all states where the inspection and grading of grain is in the hands of the state authorities, and also to send a copy to the president and secretary of all grain exchanges which control the inspection and grading of grain in their local markets.

The committee on nominations made a report by J. W. McCord, chairman, recommending the election of the following officers:

President—THEO. P. BAXTER of Taylorsville, Ill.

First Vice-President—H. S. GRIMES of Portsmouth, O.

Second Vice-President—HOMER H. PETERS of Chicago.

Director-at-Large—JOHN W. SNYDER of Baltimore.

Directors—Illinois, THOS. COSTELLO, Maroa; Ohio, J. W. McCORD, Columbus; Minnesota and South Dakota, J. L. McCALL, Minneapolis; Kansas, L. CORTELYOU, Muscotah; Iowa, JAY A. KING, Nevada; Iowa (southwest), D. HUNTER, Hamburg; Indiana, JAMES WELLINGTON, Anderson; Texas, J. P. HARRISON, Sherman; Oklahoma and Indian Territory, J. C. ROBB, Kingfisher.

On motion the rules were suspended and the secretary instructed to cast a ballot for each individual named, all of whom were thereupon respectively declared elected to the offices named.

President-elect Baxter being called for, expressed his thanks for the honor conferred upon him, which he said he felt was a recognition of his state of Illinois. He said he was not prepared to make any

promises for the future. He had fallen into that habit once upon a time in the Illinois Association only to see them unfulfilled sometimes, to his deep regret. However, having been for seventeen years interested actively in association work, he felt he could give assurances of earnest endeavor, and that if mistakes are made they will be of the head and not of the heart. He then sketched very rapidly the history of the National Association, with which he has been connected from the very first; and now that the great drawback of the past—lack of funds—no longer exists, the arch of the structure whose foundations were laid in 1896 may be said to be completed. We have now arrived at a point which we might have occupied years ago if the Association had had funds. But men now see its benefits, and they will pay the bills. We have had good work during the past year, and if you will continue to provide the funds this work will continue.

Messrs. Grimes, Peters and Snyder were successively called upon, all pledging their earnest support of the Association and agreeing heartily to



JOHN O. FOERING, PHILADELPHIA,
President Chief Grain Inspectors' National Association.
take such active interest in its affairs as the Association has a right to expect of them as officials of such prominence.

RESOLUTIONS.

Jay A. King, from the committee on resolutions, Vice President Grimes being in the chair, reported the following resolutions, which were unanimously adopted seriatim as read:

KANSAS CITY BOARD OF TRADE.

Whereas, It is the object and purpose of the Grain Dealers' National Association to promote friendly relations among all classes of regular and reputable dealers engaged in the grain business and to advance the common interests of all such dealers; and,

Whereas, Members of the Kansas City Board of Trade are prohibited from becoming members of the Grain Dealers' National Association because of a certain rule of their organization prohibiting its members from becoming members of any grain dealers' association; and,

Whereas, Certain members of the Kansas City Board of Trade have indicated their willingness to become members of the Grain Dealers' National Association except because of violation of this rule;

Resolved, That the Grain Dealers' National Association do hereby urgently request the Kansas City Board of Trade to repeal said rule and thus allow their members to become identified with the Grain Dealers' National Association; and that a copy of this resolution be presented to the officers of the Kansas City Board of Trade for their consideration and action.

SCARCITY OF CARS.

Whereas, The delay in the transportation of grain from the interior of the country to the seaboard,

which has prevailed during the past year, has caused severe pecuniary losses to both shippers and receivers, not only in the absorption of money necessary to carry the grain for an unusual period, but in its deterioration by long and close confinement in cars; and,

Whereas, The cry of "scarcity of cars," which is so prevalent, arises not so much from an actual lack of cars, but from the want of adequate storage and elevator facilities at the seaboard, thereby causing congestion and blockades which tie up thousands of cars and seriously cripple all the transportation companies; and,

Whereas, The ripening crop of corn promises not only to be very large but of a quality which will necessitate quick transportation and prompt unloading at destination in order to preserve its condition; therefore,

Resolved, That the Grain Dealers' National Association shall take such measures, through its proper officers, as will induce the railroad companies to remedy the transportation evils which now exist and to cause to be provided increased terminal facilities at the seaboard for the quick delivery and prompt unloading of cars on arrival.

THANKS TO JOHN O. FOERING, ETC.

Resolved, That we highly appreciate the valuable information given us by Mr. John O. Foering in his able and interesting address, delivered before this convention on "Uniform Inspection of Grain," a subject in which we are all vitally concerned. We extend to him our sincere thanks for the kindly use of so much of his valuable time in preparing and presenting to us such a comprehensive and exhaustive paper on the subject.

Resolved, That we also appreciate highly the efforts of Mr. Foering to organize an association for the purpose of obtaining more uniform inspection of grain, and we anticipate much benefit to the trade from the work of the Chief Grain Inspectors' National Association.

MUTUAL FIRE INSURANCE.

Whereas, It is claimed by fire insurance companies that, owing to the risk involved by them in writing insurance on elevator property and their contents, the revenue received from this class of risks, after deducting the expenses of operation, has not compensated them for their losses; and

Whereas, In consequence of this condition a radical advance in fire insurance rates has been made on all lines of elevator risks; and

Whereas, It is concluded to be advisable and consistent to organize mutual fire insurance companies to participate with and, in connection with other companies, mutual and old line, to furnish safe insurance to all applicants having proper risks on as reasonable a basis as may be consistent with the risk; and

Whereas, There is about to be organized a mutual fire insurance company to be known by the name of "The Grain Dealers' National Mutual Fire Insurance Company," to furnish mutual fire protection; therefore, be it

Resolved, That this Association, whose members are purchasers of fire insurance, finding the offering of such insurance limited, do believe there is a field open for the organization of good mutual insurance companies to carry risks on elevator property and contents; but, believing it to be to our advantage, as purchasers of insurance, and desiring the largest available offerings of such insurance, we as an organization believe it to be unwise to endorse any special insurance company or companies which may present themselves, but to encourage and endorse all insurance companies which may tender us the most desirable and cheapest insurance,—for this reason, be it further

Resolved, That as there may be some apprehension on the part of some, and misleading to others, it is requested and stipulated that the name of the proposed organization for mutual insurance be changed so that it shall not be considered a part of or as endorsed by this Association, but that its name shall be distinctive and its own in every way.

EX-PRESIDENT LOCKWOOD.

Resolved, That mindful of the earnest, continuous and able efforts of President Lockwood for the interests and advancement of this Association during the two years just passed, we extend to him our sincere thanks and assure him that we appreciate the good work of his administration of that office.

Whereas, The president of this Association necessarily has to expend money and use much of his time without compensation for the benefits of this organization; therefore

Resolved, That the outgoing president, all ex-presidents and all future presidents be made life members of this Association.

[Chairman Grimes said it gave him peculiar pleasure to put the motion to adopt this resolution. He knew Mr. Lockwood has had his whole heart in the work of the Association, and he had never known a man who had given more hard work to any matter without compensation than he had given to the Association during the past two years. The motion to adopt was carried by a unanimous rising vote, with three cheers and a tiger proposed by H. H. Peters of Chicago.]

WEIGHING REFORMS ENDORSED.

Resolved, That we note with interest the action of the Indiana Grain Dealers' Association in expressing approval of the system of weighing adopted at various terminals, which resolution is as follows:

"We, the Indiana Grain Dealers' Association, in convention assembled, this 3d day of October, 1902,

at Peoria, Ill., heartily approve the Exchange Weighing Bureaus in operation in Baltimore, Toledo, Chicago, St. Louis and Kansas City; and recognize the advantages of the same by the improvement in weights in these markets.

"Resolved, That we use all of our influence in having similar bureaus established in all other markets; and ask the assistance of the Grain Dealers' National Association in this movement."

THANKS TO PEORIA.

Resolved, That we have been well cared for and pleasantly entertained during the time of the meeting of our Association in the progressive city of Peoria; and we hereby extend our sincere thanks and an expression of our appreciation to the grain dealers and others of this city who have extended such earnest and successful endeavor for our comfort and enjoyment.

IN MEMORIAM.

We are again forcibly reminded of the fleetness of time and the uncertainty of life by the death during the past year of those of our valued and respected members who have passed to the great beyond; and it is with sincere regret and sadness that we contemplate their departure from among us and the loss to this Association by their demise.

The names of the members of the National Association who have departed this life since our last annual meeting are:

Frank Hutchinson Peavey, of the firm of F. H. Peavey & Co., Minneapolis; died December 30, 1901; aged 52 years.

Sanford A. Scribner, member of the firm of Scribner, Creighton & Co., Chicago; died December 28, 1901; aged 60 years.

Dighton H. Winans, one of the directors of Hurlburt, Warren & Co., Chicago; died January 10, 1902; aged 68 years.

Morris Rosenbaum, of the firm of Rosenbaum Bros., Chicago; died January 15, 1902; aged 65 years.

B. F. Glover of B. F. Glover & Son, New Orleans, La.; died May 18, 1902.

M. McSwiney, Dawson, Neb.; died July 27, 1902.

The impression made upon us by the death of our highly esteemed member, Frank Hutchinson Peavey, is especially sad because of his presence with us at our last meeting, apparently enjoying great physical strength and without doubt very hopeful of many more years of useful life before him.

By permission, that portion of Mr. McCray's address relating to his death is embodied herein, expressing as it does so well the thoughts and feelings of the members of this Association, that it should be preserved in our records:

"We who were at Des Moines one year ago today will remember the pleasure we derived from the presence and from the paper read by that remarkable man, who was at that time at the head of the cash grain trade of the world. It was with great sorrow that we read soon afterwards that he had been called from the activities of this life to that life in the great beyond. We deplore his untimely death. The sickle of time cut him down when his career was at its zenith. When he was about to witness the completion of one of the greatest achievements of his life. Frank H. Peavey is gone. His life work is over, but his example and precepts will remain for our guidance. We will remember his words on that occasion, and the slight association we had with him will forever be a pleasant memory. The life and career of such a man will be an inspiration to many rising young men, and will doubtless furnish an example which many will strive to emulate, and his life will shed an influence which will be reflected for years upon the trade in general."

Affiliated Members.

B. S. Tyler, Decatur, Ill.; died July 27, 1902; aged 57 years.

W. M. Crowell, Raber, Ind.; died March, 1902.

Geo. F. Wohlgamuth, Treaty, Ind.; died September, 1902.

The memory of Mr. B. S. Tyler will be cherished by all who knew him personally, and by all of the members of his association and many others because of his long, faithful and efficient work as secretary of the Illinois Grain Dealers' Association.

Th. P. Baxter of Illinois, from the committee on revision of constitution and by-laws, made a report which was in part adopted. The changes were not numerous. The amended portions will hereafter read as follows:

CHANGES IN CONSTITUTION.

Article I.—Membership.

Sec. 2. Any person, firm or corporation operating a grain elevator, and engaging in the buying and selling of grain continuously in unorganized territory may become a regular member of this Association. But upon the organization of an association in that territory such member shall be transferred to the local organization and thereafter shall be an affiliated member.

Sec. 4. Each grain shipper who is a member of an association affiliated with this Association shall be an affiliated member of this organization.

Sec. 6. Any person, firm or corporation, by virtue of being elected to membership in any state, district or local association, which is affiliated with this organization, will become an affiliated member of this Association. Except regular grain receivers, brokers and track buyers who are provided for in Section 3, of this article.

Article III.—Officers.

Sec. 1. The officers of this Association shall be a president, first vice-president, second vice-president,

secretary-treasurer, and a board of directors, composed of the president, secretary, one director at large and one director from each state or local association having twenty or more members.

Article V.—Committees.

Sec. 3. There shall be an advisory committee to be composed of the several secretaries of all the affiliated associations. The chairman of this committee to be designated by the president of the Association.

Article VI.—Local Associations.

Sec. 1. Any state, district or local association composed of twenty or more regular grain shippers may be admitted to membership in this Association by a majority vote of the board of directors.

Sec. 6. When a state, district or local association is admitted to membership in this Association, all regular members of this body who are regular grain shippers in its territory shall be assigned to such association without an additional membership fee.

Sec. 7. All applications for regular membership coming from any territory under the jurisdiction of a state, district or local association affiliated with this Association shall be referred to such association, and to secure membership in this Association the applicant must become a member of the state, district or local association in whose territory he does business.

Article VII.—Amendments.

Section 1. This constitution may be altered or amended by a two-thirds vote of the members present at any annual meeting or by a two-thirds vote of the members of the board of directors, subject to an affirmative vote of two-thirds of the voting



CHARLES M'DONALD, JR., BALTIMORE,
Vice-Pres. Chief Grain Inspectors' National Association.

power present at the next annual meeting of the association. Alterations or amendments made by the board of directors shall take effect at such time as they may designate and be in full force until approved or rejected by the members at the annual meeting, as hereinbefore provided. Notices of any alteration or amendments made by the board of directors shall be mailed to each state, district or local association secretary and to each regular member at least thirty days prior to the annual meetings.

[The only change in the By-laws was to strike out Sec. 2 of Art. II, which provided for paying expenses of officers, directors and committees in attendance at special meetings.]

E. M. Heusted was given a hearing to present an invitation from the Buffalo Merchants' Exchange to the Association to hold its next annual meeting in that city.

After a motion to extend thanks to the Western Union Telegraph Co. for the market quotations posted on the stage daily during the hours of 'change during the sessions, a gentleman from Ohio presented the following resolution, which was adopted:

RAILWAY LIABILITY.

Resolved, That the matter of fixing the liability for loss or damage to interstate shipments of grain on the initial railroads or transportation companies be referred to the Executive Committee with the request that if, after investigation, this is deemed a proper matter for national legislation, they will attempt to have a law enacted with reference thereto which shall have uniform application in all states.

A motion by Mr. Rogers of Philadelphia instructing the Secretary to print the proceedings of this

meeting in pamphlet form for advertising purposes was, on motion of Col. Prouty of Oklahoma, tabled.

J. W. McCord of Ohio read a letter from the president of the National Hay Association naming delegates from that Association to attend this meeting, and also saying that that association sends greeting and agrees to co-operate with this Association in any matters calculated to forward mutual interests.

On motion of Col. Prouty, adjourned *sine die*.

VISIT TO CORN PALACE.

On Wednesday evening, at the invitation of the Peoria Corn Exposition Association, the majority of the delegates formed in line at the National Hotel and, headed by Spencer's band, marched to the Corn Palace. This building forms the principal part of the Peoria Corn Exposition, and while the decorations for the coming show were not wholly completed at this time, they were nevertheless far enough advanced to give the delegates a good idea of the magnitude of the enterprise and the possibilities of corn as a decorative material.

Upon reaching the building the band took a position in the center of the structure, and after the delegates had found seats a fine musical program was rendered.

B. H. Morgan and T. A. Grier, both of whom are identified with the Peoria Corn Exposition Association, delivered short addresses in which the objects of the Exposition were explained. These were followed by more music, after which the delegates again formed in line and returned to the National Hotel.

ILLINOIS DISTRICT MEETINGS.

About thirty members of the Illinois Grain Dealers' Association met at the Fay Hotel, Wednesday evening, October 1, and organized an Association to be known as the Central Illinois Division of the Illinois Grain Dealers' Association. G. C. McFadden of Havana was elected president and E. R. Ulrich of Springfield secretary. In addition to these officers an executive committee of three was appointed.

There are about one hundred and twenty-five elevators in the territory covered by the new organization, and the latter will handle questions concerning these houses with a view to creating harmony among the dealers in that section.

An Eastern Illinois Division of the Illinois Grain Dealers' Association was formed at a meeting of delegates from that section of the state held at the Fay Hotel, Thursday evening, October 2. L. T. Hutchins of Sheldon was elected president and Mr. McKinstry secretary. The new association will handle local matters.

CHIEF GRAIN INSPECTORS' NATIONAL ASSOCIATION.

A meeting of the Chief Grain Inspectors' Association was held simultaneously with the Grain Dealers' National Association, the business of which was to prepare descriptive definitions of the standard grades adopted by the Association at its meeting in Philadelphia last February, as expressed in the twenty-five sets of type samples sent to the various exchanges of this country.

The following chief inspectors were present: John O. Foering, president, ex-chief inspector of Philadelphia; Philip Hunt, Philadelphia; John D. Shanahan, secretary, Buffalo; Charles McDonald, Jr., Baltimore; Geo. H. Wolcott, Boston; J. E. Clarkson, Burlington, Ia.; Joseph E. Bidwell, Chicago; Homer Chisman, Cincinnati; M. P. Hutchins, Detroit; C. T. Prouty, Kingfisher, Okla.; F. H. Tedford, Kansas City, Mo.; B. J. Northrup, Kansas City, Kan.; Alfred Anderson, Peoria; W. H. Gooding, St. Louis, and E. H. Culver, Toledo.

President Foering reported that twenty-five sets of the type samples adopted at Philadelphia had been sent to the various inspection departments of the country. The following bodies have reported upon the samples:

The Philadelphia Merchants' Exchange adopted them as a whole and so notified all other exchanges.

In New York no expression was made by the grain committee of the Produce Exchange, but the

Chief Inspector noted some objections to certain types.

Baltimore was pleased with the samples, and approved this step toward uniformity; but was not ready to adopt them owing to the present rules.

The New Orleans Board of Trade disapproved quite curtly, saying it does not believe uniformity possible or practicable.

Boston agreed to adopt the samples as types if other exchanges do likewise; believes in uniformity.

Toledo accepted all the samples excepting 2 Red Winter Wheat and 2 White Corn. [The revised rules of this market, now in force, conform as nearly as possible to these type samples.]

Cincinnati adopted.

Chicago has not acted, but will probably adopt.

The Decatur (Ill.) Merchants' Exchange adopted.

The two Kansas City departments will probably adopt.

Inspector Dixon at Kankakee, Ill., approved them.

The Memphis inspector approved them and they will probably be adopted.

Buffalo, Cleveland, Indianapolis, and Albany, N. Y., adopted.

Duluth: No action taken.



J. D. SHANAHAN, BUFFALO,
Sec'y-Treas. Chief Grain Inspectors' National
Association.

Detroit adopted all excepting 2 Rye and 2 Red Winter Wheat.

The reports of special committees to formulate rules for grading all grains now inspected followed and occupied the attention of the Association for the remainder of the time allotted.

After much debate, rules for grading were adopted; but at present only those applicable to contract grades will be published.

On Friday the following officers were elected:

JOHN O. FOERING (re-elected), president, Philadelphia.

CHARLES McDONALD, JR., vice-president, Baltimore.

JOHN D. SHANAHAN (re-elected), secretary-treasurer, Buffalo.

Adjourned *sine die*.

THE GRAIN EXHIBITS.

Along the north side of the Coliseum building were arranged the type samples of wheat, corn, oats and rye forwarded by the inspectors from Baltimore, Buffalo, Chicago, Cincinnati, Detroit, Peoria, St. Louis and Toledo and a seed exhibit of 26 samples from Toledo. The exhibits, it is needless to say, attracted much attention.

The Coliseum itself was beautifully decorated with palms, flags and bunting for this occasion. A buffet was located under the stage where refreshments were served *ad lib.* for the asking.

The W. U. and Postal Telegraph companies each had offices in the building.

MOVEMENT TO ORGANIZE A SOUTHEASTERN ASSOCIATION.

On Thursday evening, October 2, a meeting of some twenty dealers was held in the Oriental Parlor of the National Hotel to start a movement toward organizing a Southeastern Grain Dealers' Association, to be affiliated with the National Association.

W. B. Harrison of St. Louis was made chairman and C. D. Jones of Memphis secretary.

Mr. Harrison and Mr. Jones each made speeches reviewing the situation. Mr. Harrison agreed with Mr. Jones that the conditions of the trade were very unsatisfactory. Mr. Jones repeated in substance what he had previously said to the National Association in his address of Wednesday, adding that he thought the honest dealers in the territory would welcome an association that would take in the buyers there as well as the shippers to that country.

J. P. Harrison said that the trade must cut out the dishonest dealers at both ends. The movement must be mutual. While there are dishonest buyers who lay down on their contracts on various pretexts, there are also dishonest shippers who forward unmerchantable stuff or grain not as agreed upon when the sale is made. Both classes must be dealt with in the same manner by being pointed out as unreliable men.

Mr. Jones thought the difficulties could be adjusted by bringing both sides into an association to be governed by the National Association's rules and its system of arbitration.

Dan'l Joseph of Columbus, Ga., said one difficulty is, as he had learned in his twenty years' experience, that Northern and Western shippers do not first ascertain to whom and what kind of men they ship in the Southeast before forwarding their grain; and many of these buyers take advantage of their location to "lay down." On the other hand, there are shippers to the Southeast who now send stuff with the understanding that the sale can be turned down if the receiver so wishes. He favored an association.

Mr. Harrison of Texas confessed he did not just know how to solve the problem. He had had large dealings with men in the Southeast, some of whom were the finest and most upright of men; others are—different. He had himself gone there to follow up some grain and was astonished at the conditions he found. He found that many shippers would sell one kind of grain and deliver another—some of it vile. In his own case, when stuck, he had threatened to expose those who had swindled him, and he felt that some organization was necessary to put an end to the conditions found in the territory. While he had fought many swindlers to a finish and had brought them to their knees to beg for mercy and more grain, because Texas shippers cut out all fellows known to be crooked, an association is needed to reform the trade.

Mr. Wells of Iowa and Secretary Stibbens suggested that these men be brought into the National Association directly as members, then all the machinery for arbitration would be immediately available.

Mr. Jones, however, felt that a local association was needed. It could have its own rules to govern its own peculiar conditions in its own territory and would also get the benefits of the National Association by affiliation.

Col. Prouty of Oklahoma said his people shipped to the Southeast—that is, some few did; and their experience had been such that protection is needed or such trading would come to an end.

L. Cortelyou of Kansas approved the movement. His people had been badly hurt in this trade and would stop it entirely unless conditions are changed.

H. L. Strong of Kansas approved the local, or affiliated, association idea. The National Association is really too far removed from them and it meets too seldom to get the men who need looking after interested in it, whereas they might take more interest in their own association.

W. B. Harrison of St. Louis said the fatal weakness of the late Southern Grain Dealers' Association, which had attempted to deal with this problem, was the fact that its membership had been

composed of shippers only. He thought the machinery of the National Association could control this trade; and that Secretary Stibbens should go South and work up the membership there. He added that the trade is afraid of the South and pockets its losses without fighting. He believed in more suing of swindlers.

After much further discussion, H. E. Halliday of Cairo, Ill., moved that a committee be appointed to enter into correspondence with the members of the trade interested, with a view to ascertaining what probable success an association would have in the way of membership, and to formulate a plan of organization. The motion was adopted.

The following named gentlemen were selected as said committee: C. D. Jones of Memphis, chairman, W. B. Harrison of St. Louis, Alfred Brandeis of Louisville, Dan'l Joseph of Columbus, Ga., and C. J. Rogers of Atlanta, Ga.

Adjourned *sine die*.

NOTES OF THE MEETING.

D. H. Eikenberry exhibited B. S. Constant Co.'s feeders and other lines of grain handling machinery.

The Boston delegates comprised D. W. Ranlet, H. B. Moore, Thos. Ronald, Geo. F. Reed, Irving Powers, George H. Wolcott.



C. D. JONES, MEMPHIS, TENN.,
Chairman Committee to Organize the Southeast.

The McMillan Motive Power and Construction Company of Chicago exhibited a 6-horsepower gasoline engine in charge of P. T. Mowry.

On Wednesday evening the delegates visited the Corn Palace and Thursday evening a musical and vaudeville entertainment was given at the Coliseum building.

The Pennsylvania delegates included C. A. Foster and R. S. McCague, Pittsburg; John O. Foering, E. L. Rogers and S. C. Woolman, Philadelphia; J. R. Johnston, Pittsburg.

The special points of the Fuller Elevator Bucket manufactured by the Cleveland Elevator Bucket Co. of Cleveland, Ohio, were shown by representative Chas. G. Smith.

G. T. Burrell of the elevator building firm of G. T. Burrell & Co., Chicago, was present to give his services to grain men who wanted to build new elevators in their territory.

The Chicago & Northwestern Railway distributed programs at the meeting containing also schedules of trains for the Iowa and Chicago delegations and list of officers and committees.

The Buffalo market was represented by E. M. Husted of Husted Milling & Elevator Co.; T. J. Stoffer, representing W. W. Alder; S. W. Yantis; Chief Inspector J. D. Shanahan.

From the Toledo market there were Fred Mayer of J. F. Zahm & Co.; Charles Knox, representing Reynolds Bros.; F. O. Paddock of The Paddock-Hodge Co.; D. E. Parsons representing C. A. King & Co.; Harry Cuddebock, representing W. A. Run-

dell & Co.; Frank Annin, representing W. H. Moorehouse & Co.; A. M. Rawn, representing J. J. Coon.

Fred Friedline took care of the booth of the Weller Manufacturing Company of Chicago and distributed literature bearing on that firm's well-known line of grain elevator specialties.

W. A. Rundell & Co.'s infallible weather prophet was put to a practical test the third day. The rope being found wet umbrellas were produced at once and Cuddeback became the hero of the hour.

From Kansas City: L. B. Wilcox, F. C. Hoose, G. H. Davis, H. L. Strong, D. W. C. Bower, R. R. Beall, Frank Barrett, J. A. McLiney, C. W. Wright, J. M. Flynn, Kay H. Beach, Wm. Murphy, P. E. Burrough.

The Decatur delegation included C. A. Burks of the Burks Grain & Elevator Co.; H. I. Baldwin of H. I. Baldwin & Co.; H. M. Bragg with Pratt & Co.; Newton Davis, J. H. Gunder, H. H. Randolph, F. M. Pratt, T. A. Bone, C. W. Cooper.

The following were from Biltmore: D. Yulu Huyett, representing Thos. H. Botts & Co.; Jas. A. Clark, A. A. Kuhl, P. W. Pitt, Frank Rily, J. C. Goemann, Thos. H. Botts, J. M. Dennis, Ed Netre, Geo. Jacobson, J. W. Snyder, W. H. Hayward, George S. Jackson, G. A. Hax, Walter Kerwan, H. A. Lederer.

Among the insurance men present were A. R. McKinney, secretary of the Millers' Mutual Fire Insurance Association of Illinois; C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company, and Henry Stanbery, Illinois Inspector for the Millers' National Insurance Company.

The Oriental Parlor, headquarters of the Illinois Valley Grain Dealers' Association, was attractively decorated and made homelike for the reception of visiting grain men. The Marinos Italian orchestra played each evening. The committee in charge of arrangements was Frank J. Delaney, O. C. White and B. S. Coon.

The Marseilles Manufacturing Company of Marseilles, Ill., had an attractive machinery exhibit in the corner vestibule of the Coliseum. The machinery shown included a full line of elevating and conveying machinery and their corn shellers and grain and seed cleaners. Visitors were received by C. H. Adams, C. H. Ward, P. H. Greer and W. I. Milligan.

W. H. Bergin, president of the Toledo Produce Exchange, was missed among the Toledo delegation, his absence being due to a reunion of the Bergin family at Wilkes Barre, Pa., to celebrate the golden wedding of the father and mother. After duly celebrating that event the various families attending left on an excursion through New York state and the East, where old family scenes were revisited.

The machinery departments were cared for by C. H. Cornwall, representing The Barnard & Leas Manufacturing Company of Moline, Ill.; S. J. McTearnan, representing the Huntley Manufacturing Company of Silver Creek, N. Y.; J. N. Heater, representing the S. Howes Co. of Silver Creek, N. Y.; W. J. Scott, representing the Invincible Grain Cleaner Co. of Silver Creek, N. Y.; C. D. Peck, with the Union Scale and Manufacturing Company, Chicago.

Capt. M. T. Russell, president of the Des Moines Cereal club, brought the following party from that city: M. McFarlin, C. H. Casebeer, H. M. Talcott, E. H. Martin, R. W. Harper, C. A. Tower, E. D. Hamlin, B. A. Lockwood, J. M. Brown, Lee Lockwood, W. C. Layton, J. A. Pease, W. G. McDougal, A. C. McKnight, C. F. McCarty, W. F. Morgan, N. Hodgson, L. Warren, S. J. Wright, J. W. Chambers, W. L. Shepard, E. L. Bowen, T. S. Cathcart, L. D. Deal, L. K. Gifford.

A number of useful and handsome souvenirs were distributed by grain firms. They included a match-safe in form of a leather bound book, given by Van Ness & Wilson, Chicago; a Melton leather bill-book by Karrick, Gray & Williams, Chicago; steel envelop opener by C. A. Foster of Pittsburgh, Pa.; a diary and account book with map of United States and possessions and useful information, by Fred Mayer of J. F. Zahm & Co., Toledo, Ohio; leather

bound note book by Rosenbaum Brothers, Chicago; aluminum clasp for containing owner's address by Van Tassell & Bunn of Peoria; note book with seed tables by Picker & Beardsley of St. Louis, Mo.; celluloid stamp box by H. S. Grimes, Portsmouth, Ohio.

From Minneapolis there were W. H. Chambers, J. L. McCaull, E. A. Brown, G. Parker Harding, J. H. McCarthy, Charles E. Wenzel, E. S. Woodworth, B. W. Clark, Frank M. Crosby, B. H. Morgan, F. B. Wells, C. E. Foster, Geo. N. Lyman, A. H. Poehler, J. W. Hohman, Charles A. Christianson, E. J. Skewis, R. Troendle, M. W. Lee, B. C. Crangle, Geo. C. Harper, E. Dodge, C. A. May, A. E. Martin, W. P. Devereaux, D. W. Raymond, Edward Mitchell, Jewett S. Mathewson, C. A. Magnuson, George H. Daggett.

St. Louis sent John Mullally, Eric Picker, T. C. Taylor, Thos. K. Martin, W. K. Ewing, A. R. Stevens, M. W. Cochrane, T. B. Morton, F. P. McClellan, W. H. Karns, James Parrott, W. J. Rac, J. A. Connor, S. T. Marshall, G. L. Graham, N. L. Moffitt, R. S. Young, Samuel Carlisle, F. L. Screiner, Douglas Bradley, John L. Wright, Frank Gieselman, J. A. Chisholm, D. I. Bushnell, Adolph Cornely, J. F. Vincent, John A. Warren, W. B. Harrison, T. R. Ballard, C. J. Dayton, B. H. Lang, R. H. Wheeler, S. T. Ketcham, John E. Hall.

The affiliated associations were represented as follows: Iowa Grain Dealers' Association by President Jay A. King and Secretary Geo. A. Wells; Grain Dealers' Union of S.-W. Iowa and N.-W. Missouri by President D. Hunter and Secretary G. A. Stebbens; Texas Grain Dealers' Association by President G. J. Gibbs and Secretary H. B. Dorsey; Grain Dealers' Association of Oklahoma and Indian Territory by President D. McKinstry and Secretary C. T. Prouty; Kansas Grain Dealers' Association by President L. Cortelyou and Secretary E. J. Smiley; Southern Minnesota and South Dakota Grain Dealers' Association by President J. L. McCaull; Illinois Grain Dealers' Association by President H. N. Knight and Secretary H. C. Mowry; Ohio Grain Dealers' Association by President H. S. Grimes and Secretary J. W. McCord; Indiana Grain Dealers' Association by Secretary S. B. Sampson.

The Chicago delegation included the following firms and representatives: J. Resenbaum Grain Co. by H. H. Ray; Pope & Eckhardt Co. by W. N. Eckhardt and J. W. Radford; Van Ness & Wilson by L. B. Wilson and D. I. Van Ness; L. H. Manson & Co. by Harry Paynter, W. M. Christie; George H. Phillips by J. S. Wiley; Lasier & Hooper by J. J. Fones; Rumsey & Company by F. M. Bunch; The Glucose Sugar Refining Co. by Frank G. Coe; The Calumet Grain & Elevator Co. by Geo. B. Dewey and Frank E. Gulick; E. W. Wagner by W. M. Hirschy; Karrick, Gray & Williams by C. E. Gray and H. S. Williams; H. Hemmelgarn & Co. by O. C. White; E. W. Bailey & Co. by A. E. Wood; W. R. Mumford Co. by Clarence H. Thayer; A. C. Curry & Co. by H. L. Miller; Rosenbaum Brothers by M. L. Vehon, E. C. Butz, J. M. Woodman and Fred D. Stevers; W. F. Johnson & Co. by A. Wegener and J. Beggs; Nash-Wright Co. by Frank J. Delaney; Sam Finney, with Churchill & Co.; The Churchill-White Grain Co. by G. A. White and B. L. Coon; Baker & Traxler by F. M. Baker and B. F. Traxler; Geo. H. Sidwell & Co. by J. J. Leonard; Merrill & Lyon by J. F. Howard; Scribner, Creighton & Co. by F. D. Austin; Illinois Seed Co. by Geo. S. Green; Alton Grain Co. by Frank W. Hotchkiss; Pratt & Buckley by J. H. Wilson; Neola Elevator Co. by C. D. Dillin and Fred S. Smith; Goemann Grain Co. by Henry L. Goemann; Arthur R. Sawers, Hal Greeley, F. B. Ford, W. J. Coyle; Bartlett, Frazier & Co. by H. H. Peters and Chas. Case; F. E. Winans; Nye & Jenks Grain Co. by R. P. Schneider; Warner & Wilbur by Sidney Warner; Chief Weighmaster H. A. Foss and Assistant Weighmaster A. E. Schyler; I. N. Ash & Co. by Frank Cheate; W. L. Fraser & Co. by L. B. De Forest; Seckel & Co. by M. J. Timberlake; Rogers, Bacon & Co. by M. S. Bacon; Great Western Cereal Co. by J. A. McKenzie; Hulburd, Warren & Co. by H. F. Dousman; Chas. Councilman & Co. by J. J. Stream.

ATTACKED BY QUOWARRANTO.

The Attorney General of the state of Ohio has filed a petition of quo warranto to compel the American Farm Company, incorporated in New Jersey, from doing business in Ohio, to show why it should not be prevented from doing business in that state. The company, which is authorized by its charter to issue \$1,000,000 of stock, sets up as the object of the incorporation the intention "to conduct scientific and practical farming; to import and breed pure-blooded stock and fowls and to introduce a new and uniform system of registering the same; to conduct experiments in dairying and in the making of all sorts of agricultural implements; to control an agricultural college; to own mills and grain elevators and cars and all means of transportation for farm products;—in short, to monopolize the entire agricultural business and live stock of the United States and Canada."

This is the plan which the Attorney General of Ohio says is a fake. He alleges that the company was illegally incorporated, and that it has no authority to do business in that state. He also says that the company began business with only \$200 working capital; that it has not been earning a cent, but that it has been making believe that it is a profitable concern by paying dividends out of the capital stock; in effect, paying back to the stockholders a portion of what they have paid for stock.

The company is described in the Attorney general's petition as a corporate myth and wholly insolvent. Professor Harry St. Clair of 101 North High street is named as the resident agent.

The company has at present organized a branch at Carroll, O., and has bought an elevator and purposes to build a large flouring mill. The incorporators of the company are said to be New Yorkers, and John W. Woodruff is the president.

The petition in quo warranto attack the corporation upon another ground, saying that it is opposed to the anti-trust laws and that its intention is to monopolize the agricultural interests of the state.

In an interrogatory the Attorney General asks that the president of the company be made to tell more of the Sir Edward Woollet, who is cited in the circulars as "the auditor of England," and who is supposed to be connected with the corporation.

NEW CONTRACT GRADE OF CORN AT TOLEDO.

The Toledo Board of Trade has adopted the following resolution making No. 3 Yellow Corn deliverable on contract for future delivery of corn unless otherwise specified:

Resolved, That all contracts made after October 1 in corn for future delivery shall be considered to be No. 3 Yellow Corn unless otherwise specified at the time the contracts are made. This does not prevent trading in No. 2 Mixed Corn for future delivery. All contracts for No. 2 Corn to be filled by deliveries of No. 2 Mixed Corn or No. 3 Yellow Corn at the option of the seller.

To grade No. 3 Yellow, corn "shall be at least 90 per cent yellow, must be sound, reasonably dry and reasonably clean and may be slightly mixed with unsound kernels."

BROOMCORN SITUATION.

The broomcorn harvest in Illinois is about two-thirds of a normal yield and the quality is not any too high. Very little old stock has been carried over and the farmers, who are familiar with the situation, are holding their product at \$100 and \$125 a ton in the field. A few crops of inferior brush have gone to market at \$70 and \$90 a ton, but the majority of the yield is being strongly held. One redeeming feature from the manufacturer's standpoint is that the length of the broomcorn is such this year that it will be possible to get from fifteen to twenty dozen more brooms out of a ton of brush.

The Toledo corn grade has been modified, No. 3 yellow corn to be "reasonably dry" hereafter.

THE CORN THEY RAISE IN IOWA.

W. B. Sweet of Barnhart, Iowa, has laid upon our desk an ear of corn that is somewhat larger than a gate post, but hardly as big as a saw log. Owing to the inadequacy of the United States mails Mr. Sweet was unable to forward the grandest product of his cornfield, but no matter. We are willing to concede that Iowa corn is great stuff.

But few things on this earth surpass
The corn they raise in Iowa;
It's wonderful, at least en masse—
The corn they raise in Iowa.
'Tis said: "See Naples and then die."
O Naples may be some, but my!
It's greatly overshadowed by
The corn they raise in Iowa.

The pyramids are naught beside
The corn they raise in Iowa.
O what's our nation's greatest pride?
The corn they raise in Iowa.
Who cares for splendors of the past?
Deep in the shadows they are cast,
And wondering men behold aghast
The corn they raise in Iowa.

—Record-Herald.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

WOULD BENEFIT THE TRADE

Editor American Elevator and Grain Trade:—Relative to repealing the duty on Canadian grain, we don't see why any one in the Northwest should suffer from the effect of this duty being taken off. Our wheat comes in competition with the Canadian wheat as it is, and looking at it from the standpoint of grain dealers, we think the trade would be benefited by it.

Yours truly, LAMB, MCGREGOR & CO.
Minneapolis.

DUTIES SHOULD BE MAINTAINED.

Editor American Elevator and Grain Trade:—We think the duties on Canadian grain should be maintained as long as a duty is charged on manufactured articles of any kind. When we are ready for an entire free list, then let Canada in with her grain.

With the duty taken off Canadian flax and barley we would without doubt get lower prices for the same grain in the States.

Yours truly, ST. JOHN GRAIN CO.
Heron Lake, Minn.

FREE WHEAT WOULD GIVE STEADIER MARKET.

Editor American Elevator and Grain Trade:—Relative to the duty on Canadian grain being repealed, will say that we certainly are in favor of repealing it. We think that it would be a great benefit to the grain interests in the Northwest, and do not think that it would be a detriment to the Canadian grain interests. In fact, we think that it would be a benefit to them as the market would be considerably steadier, as Duluth is a large enough grain market to take care of all they might offer.

Very truly yours,

NYE, JENKS & CO.

Duluth Minn.

By M. L. Jenks.

FAVORS REPEALING WHEAT DUTY.

Editor American Elevator and Grain Trade:—We personally are in favor of the repeal of the duty on wheat, believing that if this Canadian wheat could be absorbed by the mills of the Northwest, that the surplus would be taken off the foreign markets and we would have a much better demand for our flour than at present.

In addition, the immense storage capacity of the Minneapolis and Duluth elevators would take care of a large surplus in the fall of the year, when it is, under the present conditions, dumped on the eastern markets at bargain sale prices.

We realize that there will be considerable opposition to this by many in the Northwest, especially farmers, who will be afraid that local prices will

be reduced. This might be true temporarily, but we think in the end prices would be steadier and, if anything, higher than at present.

Yours very truly, E. A. BROWN & CO.
Minneapolis.

GRAIN DUTY IS IMMATERIAL.

Editor American Elevator and Grain Trade:—So long as we have grain to export it is immaterial to the grain dealer or the farmer whether there is a duty on Canadian grain or not. In a season like the past one it would be a good thing for the larger millers of the Northwest if they were able to get Canadian wheat, and it would have no effect on the grain dealer or farmer here. So long as the United States and Canada both export grain to Europe a duty can have no effect on the farmer or grain dealer.

Yours truly, WM. G. MILNE.
Dell Rapids, S. D.

WHEAT A WORLD COMMODITY.

Editor American Elevator and Grain Trade:—We think that the duty on Canadian grain is not a protection to the American farmer. Wheat is a world's commodity and the surplus in the United States, over and above what we use for our own consumption, is what makes the price for the whole. This surplus comes in competition with and has to be marketed alongside of Canadian grain in the foreign markets. By removing the duty a very large amount of Canadian grain could be handled through this country to the dealers' benefit.

Yours truly, NORTHWESTERN DEALER.

CANADIAN WHEAT NOT NEEDED.

Editor American Elevator and Grain Trade:—My idea is that the duty on Canadian grain should not be repealed. These people who are advocating this measure voted for and contributed to the party that put the tariff on and they should be made to take the dose they helped to put up for the whole country. When they are willing to pull the tariff off from lumber, clothing and other necessities, then it might be advisable to pull off the tax on Canadian wheat.

We do not need one bushel of Canadian grain for food or feed on this side of the line. Its free entry would simply help to further depress prices.

Respectfully, MARK N. TISDALE.
Slayton, Minn.

GOOD FOR ALL BUT THE FARMERS.

Editor American Elevator and Grain Trade:—Should the duty on Canadian grain be repealed? This is a very large question. From the standpoint of an elevator company, with terminal facilities, would say yes, as it will give us an opportunity to mix wheat. From the standpoint of Minneapolis and Duluth millers, we would say yes, as this would give them a better quality of wheat. But from the standpoint of a farmer, the increased amount of wheat shipped into this country, free, would certainly work against him, as he would be in direct competition with a larger supply for local milling.

This is the way we look at this proposition.

Very truly yours,

WESTERN ELEVATOR COMPANY.

Winona, Minn.

SEES MUCH IN FAVOR OF REPEAL.

Editor American Elevator and Grain Trade:—You ask my opinion as to whether dealers of the Northwest would be benefited by a repeal of duty on Canadian grain. It seems to me the entire Northwest, not excepting the producer, would be benefited by such repeal of duty. It would mean that much Canadian grain would pass through our markets.

The price of products to our farmers is based on the value of surplus for export. If we could offer Canadian grain with our own instead of having Canada offer it in competition with ours, it seems to me that the general average of prices to the Northwestern producers would be increased, as our Northwestern markets have superior facilities for

handling and transporting. The dealer would get a commission without working any hardship upon the Canadian producer.

The increased volume of business would also seem to be for the general good of our business interests and the bringing of the two countries closer together should result in mutual benefits. We see nothing against and much in favor of such repeal.

Yours truly,

THE G. E. GEE GRAIN CO.
Minneapolis. G. E. Gee, President.

FREE WHEAT A BENEFIT.

Editor American Elevator and Grain Trade:—We believe the duty on Canadian grain should be repealed as soon as possible. We fail to see that it can in any way injure the American farmer as long as the Canadian wheat comes in direct competition in the markets of the world with our wheat. If this duty was repealed the Canadian shippers would ship a large percentage through the States, which would give the American railroads and mills a much larger earning, which, of course, will benefit the people in an indirect way. Whether it is forwarded to the continent or to England from this side of the boundary or by way of Port Arthur or Fort William, should not in any way affect the market.

There is also another question to be considered, and that is: that the United States, and especially the Northwest, has had a reputation of raising the best wheat, but we know, from personal investigations, that the wheat raised in the Canadian Northwest is of a much superior quality to the wheat raised this side of the boundary. We believe that at least 75 per cent of the wheat raised in the Canadian Northwest will grade No. 1 hard, while there is very little such wheat raised on this side of the boundary.

If the duty was repealed a large percentage of this wheat would come into the States and would tend to hold up the reputation of the grain raised in the States.

Yours truly, S. E. OSCARSON CO.,
By S. E. Oscarson, Sec'y.

White Rock, S. D.

CANADIAN GRAIN NOT A MENACE TO PRICES.

Editor American Elevator and Grain Trade:—I have given this question of whether the duty on Canadian grain should be repealed some consideration. Last winter I visited Indian Head, Moose Jaw and a number of points in the Canadian Northwest with the view of shipping Canadian grain in bond to Minneapolis. Our company even went so far as to place in bond about 250,000 bushels of storage capacity of our elevator. Owing to the opposition of the Canadian Pacific R. R. we were not able to secure any Canadian grain. Last spring I visited Fort William and Port Arthur and thoroughly investigated the shipping of grain from these ports.

I am not only in favor of removing the duty from Canadian grain but am thoroughly convinced that it is to the best interests of the American Northwest. We need the wheat badly for our mills and to fill our elevator storage. Our railroads need the hauling of the grain, and all classes of business in Duluth, Minneapolis, Milwaukee and Chicago will be favorably affected by the business created by handling this grain or its products. The American farmer will not be unfavorably affected by reason of the free admission of Canadian grain for the reason that this grain comes into direct competition with American grain, as soon as the grain reaches Fort William or Port Arthur. These points have practically the same freight rates as the aforementioned American cities, and as the price of American grain is practically fixed by the price at Liverpool the Canadian grain at its lake port has even a more depressing effect on the price of American grain than if the Canadian grain was admitted free of duty and diffused through American channels in the ordinary course of business.

Speaking for our company, and I believe I also represent the sentiment of the entire elevator interests in Minneapolis, I most heartily favor the

admission of Canadian grain free of duty. Whether this end should be reached by appeal or by reciprocity I do not attempt to say. I would be very much pleased to see your journal favor the admission of Canadian grain free of duty.

Respectfully yours,

ELECTRIC STEEL ELEVATOR CO.,

Minneapolis.

By C. E. Thayer, Sec'y.

BRIEF OPINIONS ON THE DUTY ON CANADIAN GRAIN.

Editor American Elevator and Grain Trade:—

We favor the repeal of all duty on grain and lumber.

Yours truly, JENSEN & LANGE.

Northville, S. D.

Editor American Elevator and Grain Trade:—

To make a long story short, we believe we should have free trade with Canada not only on grain but on everything else.

Very truly yours, C. M. AMSDEN.

Minneapolis.

Editor American Elevator and Grain Trade:—

In my opinion the duty on wheat should be left the way it is at present, although I have not given the question much study.

Yours truly, M. J. ROELIKE.

Lintonville, Minn.

Editor American Elevator and Grain Trade:—

No doubt the repeal of the duty on Canadian wheat would be of great benefit not alone to grain dealers in the Northwest but equally so to the millers in the East, and we earnestly hope that this may be accomplished before long. The sooner the better for all concerned.

Yours truly, HUHNELEVATOR CO.,

Minneapolis.

A. Huhn, Pres.

Editor American Elevator and Grain Trade:—

I most emphatically favor the repeal of duty on Canadian wheat, for, as a matter of fact, our markets are based on foreign markets, and Canadian wheat is an important factor in European markets, and if we could secure a repeal of the present duty we would be on an equal basis with Canada, which would, of course, be a great benefit to the farmers as well as the dealers.

Yours truly,

SPENCER GRAIN COMPANY,

Minneapolis.

Per R. Troendle, Pres.

WHY CANADIAN WHEAT SHOULD BE ADMITTED FREE.

Editor American Elevator and Grain Trade:—

I am strongly of the opinion that the duty on Canadian grain should be repealed. It is plain that the production of grain in the Canadian Northwest is increasing very rapidly. The production of grain south of the border has reached very nearly, if not quite, its high point. The facilities for transporting grain from the Canadian Northwest for export through Canadian outlets are getting to be quite as well established as they are from the American Northwest. Here are two parallel streams of grain for export chiefly to the same markets, and the rate is about the same by the American and Canadian routes. The claim made in this country that the farmers are benefited by the tariff is a claim in theory only; it is well understood that the prices for grain in this country, with a large surplus for export, are based upon the British markets. It follows that prices are about the same in the Canadian Northwest as in the American Northwest.

There are mills enough in the American Northwest to grind considerably above 100,000,000 bushels annually. This wheat that is desired should be of the high class in order to make a high-class flour. When it occurs that there is a shortage of high grade wheat it becomes necessary for these mills to procure wheat from long distances, and frequently from out-of-the-way localities, making the cost too high for our mills to grind.

There are routes coming from the Canadian Northwest into this city direct that can bring a large portion of that grain through Minneapolis,

to wherever it may be needed in the States, for consumption or otherwise.

Take Regina, in Assiniboia, for instance, which is at the junction of the Canadian Pacific mail line, and the Canadian Pacific branch that runs along almost directly north to Prince Arthur, a distance of about 250 miles, into the Saskatchewan wheat country. From Regina to Minneapolis and St. Paul is 40 miles nearer than from Regina to Port Arthur or Fort William, the Lake Superior ports of the Canadian Pacific and Canadian Northern roads. It is plain, therefore, that as the Canadian Pacific owns the Soo Line, it is as much to the interest of that road to have that Northwest Canadian wheat diverted to the States, as to run through to Lake Superior, the freight rates being the same in either direction.

The mills of this country have a capacity to manufacture more wheat in flour than can be brought to them. With freight rates on American roads not to the disadvantage of flour shipments as against wheat, American mills could be kept running more fully on export business. By doing this the Canadian government would naturally be induced to remove the tariff on American manufactures that could be shipped into the Canadian Northwest in large quantities.

These are only a few of the reasons entering into the question of removal of commercial non-intercourse between these two countries.

Very truly yours, G. D. ROGERS,

Secretary Chamber of Commerce, Minneapolis.

AN APPEAL FOR TARIFF MODIFICATION.

*Editor American Elevator and Grain Trade:—*In reply to the question, Should the duty on Canadian grain be repealed? would say that we answer very decidedly in the affirmative. We enclose copy of a letter which we wrote on April 28th last to Hon. H. C. Hansborough, Senator of North Dakota, along the line of some kind of reciprocal arrangements.

Yours truly,

THE JOHN MILLER COMPANY,

Duluth, Minn.

John Miller, Pres.

Hon. H. C. Hansborough, U. S. Senate, Washington, D. C.

My Dear Sir:—You are no doubt aware that there has been considerable discussion in the Northwest in regard to some modification of the tariff, or some reciprocal trade relations, by which a freer intercourse with Manitoba might be brought about. The grain interests of Minneapolis and of Duluth are very much interested in this matter as far as it affects the grain business. As you know, with the 25-cent a bushel tariff on wheat coming into this country, it is almost impossible to do any business in Manitoba wheat. There is that which passes through here in bond, but it is cumbersome and unwieldy. All the wheat that comes in bond has to be sold for export and it makes it difficult doing business in bonded wheat. With the big crops which they have had in that Manitoba country this year, there has not been sufficient elevator capacity in their country; nor are their terminal points, Port Arthur and Fort William, able to take care of the same. The result has been that there have been thousands and hundreds of thousands of bushels of grain that the farmers have been unable to market. With the tariff removed and with the large elevator capacity at Minneapolis and Duluth, and other facilities for taking care of the large volume of grain business, there would have been no such trouble, nor do we believe that the American raisers of wheat would in any way have been adversely affected by such removal of tariff.

The grain which has been piled up at Port Arthur and along the line of the Canadian Pacific and Canadian and Northern Railroads, has to find its outlet through Port Arthur to the British and other foreign markets, and it has had a tendency to depress the market more than it would have done had the grain had access to the various markets in the United States. Much of it, then, would have found its way into the hands of exporters and strong grain interests on this side who would

have been able to hold the same, and thus the depressing influence caused by the pressure of this grain upon the foreign market would have been avoided; the Canadian people would have received a better price for their wheat and we do not believe it would have had so depressing an effect upon the American market.

You understand (better than I can tell you) that the price of our wheat is fixed by the Liverpool market. Now, with from 50,000,000 to 75,000,000 bushels of Manitoba wheat in sight, that the foreign market knows, under the restriction of the tariff, cannot be marketed elsewhere, it puts the buyers in the foreign market in a strong position, while, on the other hand, if there were no restriction, they would be in doubt as to whether that wheat would ultimately find its way to the foreign market or some other. That this is true, the condition of the market has shown. With the Manitoba wheat, on the whole, averaging better in quality than the American wheat, it has been offered in Liverpool and in other markets of Great Britain at from 1 to 2 cents and even as low as 3 cents less than the corresponding grade of American wheat. Under such a condition of things, of course, the British buyers have been buying the Manitoba product, and the result has been depressing to the American market. So apparent has been the effect of this condition of things upon our market here that while we have 14,000,000 or 15,000,000 bushels of wheat in store here that has been carried through the winter, there has been very little of this wheat sold and the market has therefore been dull and dragging.

As you know, I have always been a firm believer in protection, and am still a believer in the protective tariff, where it is needed, but I cannot see how the removal of the tariff on wheat coming in here from Manitoba would in any way affect the interests of the farmers adversely, but I can see how it would be of very great importance both to Minneapolis and to Duluth, and the entire Northwest. The Manitoba country is the coming wheat belt of this continent. There is an empire of productive lands up there. The climate is especially adapted for wheat raising, and it is being developed rapidly. Not only are settlers flocking in there from foreign countries but, as you are no doubt aware, there is a large number of American farmers crossing the line, and all of the grain interests of Duluth and Minneapolis are barred out of that country on account of the tariff wall.

I fully appreciate the difficulty at the present time of taking up any questions in connection with the reduction of tariff, and especially the danger of taking up the question of removing the tariff on agricultural products, and that it might be difficult to convince the farmers that they were not being affected disadvantageously by such a course. While in the past, a strong friend of protection, I am fully convinced that the conditions which have existed for the last few years, and the condition into which we are drifting, in a commercial and industrial way, are pointing unmistakably to a public sentiment that will demand the modification of our tariff laws. If the Republican party is not wise enough to, in a conservative manner, and in such a way as to not disturb industrial conditions, give the people some modification along certain lines, there will be such a public sentiment aroused as will sweep it out of power and instead of the modification and adjustment of our tariff laws to the changed conditions being brought about by its friends, the matter will be turned over into the hands of the enemy and industrial depression and disaster may follow as the result of sweeping and drastic changes. My thought was that, in the future, if there should be such a pressure of public sentiment as to lead to the general revision of the tariff laws, or the negotiation of treaties looking to reciprocal trade relations, with our Northwestern representatives in Congress on the alert, it might be possible to bring about some modification of our trade relations with Canada that would be of great and important advantage to the Northwest, not only

affecting the grain interest but all other interests.
I know that all of the business interests of Duluth and Minneapolis are feeling very anxious along these lines and I urge this as an excuse for writing you upon this subject.
Yours truly, (Signed) JOHN MILLER.

FREE CANADIAN WHEAT WOULD ENLARGE AMERICAN MARKETS.

Editor American Elevator and Grain Trade:—
As to our views on the question, should the duty on Canadian grain be repealed? we would say, unquestionably, yes. The effect of the Canadian grain on the American markets is more serious under present conditions than it would be if allowed to come into this country free of duty. The only outlet for Canadian grain is practically entirely for export, the milling industries of Canada not being sufficient, and the transportation facilities deficient to such an extent that it causes congestion, and holders are compelled to put it onto the market somewhere between Winnipeg and the seaboard, at such prices as people are willing to pay for it. This, of necessity, must be at a lower basis than American wheat, consequently the effect on the price reverts immediately against American wheat that is seeking an export market, in view of the fact that the price of our wheat is practically based on exportable value of one-half the surplus that we have. It then becomes apparent that the price of Canadian wheat, owing to its poor outlet, seriously affects the price of American wheat.

If this wheat could be taken care of in the large milling centers and storage facilities on the American side, it would then seek its outlet either as flour or as wheat, through the American channel, thus losing the depressing factor that it now has owing to the congestions that occur.

Again, it would offer larger fields for milling interests in the Northwestern States owing to location and outlets, and it would mean the practical handling of the crop of Manitoba and Assiniboia through Duluth, Minneapolis and Chicago markets.

Yours truly, W. H. CHAMBERS,
General Manager Peavey Elevator Co.
Minneapolis.

STEEL CONSTRUCTION VERSUS WOOD CONSTRUCTION IN COUNTRY ELEVATORS.

BY G. T. BURRELL.

During the past decade engineers have made most remarkable progress in regard to fire-proof construction, so that to-day it is not a matter of experiment, as to the practicability and the adaptability of this method, but the system is considered the only construction to be used in buildings in which up-to-date engineering and designing have been employed. The result of this progress is seen in the tall office buildings of our large cities, which feats of engineering would never have been dreamed of had it not been for the demonstrated possibilities of fire-proof construction. The prospective builder of to-day entertains no other thought than that of this modern method, and but few cities will issue permits for any other than fire-proof construction. "Fire traps" are now a thing of the past; those now in existence rapidly becoming extinct.

Fire-proofing is not confined merely to office buildings, but now is applied to buildings for all purposes, such as postoffices, opera houses, large stores, warehouses, and at present this construction is being used very extensively in grain elevators. Railroads and progressive grain dealers have readily fallen into line with the idea of employing non-combustible material in the construction of their elevators, and it is being employed more and more freely each year until now a large percentage of the grain is stored in such houses.

It is not necessary to argue the pros and cons of employing fire-proofing in the construction of grain elevators, but it may be well to state that on account of the combustible nature of grain itself, and especially of the grain dust, one cannot take

too many precautions against that great enemy of the grain dealers, fire. In the past, protection has been secured for the house and its contents by transferring a very good percentage of the profits into the coffers of the insurance companies, which in reality is a net loss year by year. To-day this is considered a useless consumption of the profits, for it may all be obviated by resorting to fire-proof construction. Further on this fact will be demonstrated by actual figures.

The source of the fires which usually destroy elevators and the grain stored therein has been found to be contained within the building itself, and not outside. Often it is due to an explosion of the grain dust which in turn ignites any combustible material with which it comes in contact. This is true in large and small elevators, whether they be terminals in the city or country houses. Conse-

under the present conditions of the steel market, would cost 50 per cent more, making a cost of \$7,500. Suppose our friend, Mr. Brown, who intends to build this house, has \$5,000 in the bank. To erect the steel building he finds it necessary to borrow \$2,500 at 6 per cent interest. Which is the more economical house to build?

Assuming the low rate of insurance of 2½ per cent on the house and 2 per cent on the grain, when he is using the wooden structure, we have the following figures: 25,000 bushels of grain at 60c per bushel amounts to \$15,000; cost of house, \$5,000.
\$15,000 at 2 per cent\$300
\$5,000 at 2½ per cent 125

Total\$425
This is the annual insurance paid year after year. On the other hand, should Mr. Brown decide



A FIRE-PROOF COUNTRY GRAIN ELEVATOR ERECTED AT STOCKDALE, ILL., BY G. T. BURRELL & CO.

quently fire-proof construction is now being employed in small country elevators, and there is no reason to doubt the demand will increase each year until wooden elevators will be obsolete even in the country.

The first question which presents itself to the prospective builder is, "How much will it cost to construct a fire-proof elevator?"

Making a liberal allowance for the present high price of steel and the additional cost for designing, for shop drawings and office work, the increase in cost of a steel structure over and above the cost of a wooden house of equal capacity would be about fifty per cent.

It must be understood that this figure is given in regard to a small house with a capacity of 20,000 or 25,000 bushels. The larger the house, the less will be this increase of cost in proportion.

From an example, let us consider a small house of 25,000 bushels' capacity. A wooden house of this capacity will cost about \$5,000; while a steel house,

to build the steel house, he finds it necessary to borrow \$2,500 at 6 per cent interest, which amounts to \$150 per year. Comparing the two results, we see that by employing the latter construction, he saves annually the difference between \$425 and \$150, or \$275. It is thus seen that in a little more than eight years, the amount saved in insurance alone will pay for the increased cost of construction; while from that time on, the saving in insurance yields him 6 per cent on the total amount invested in the house.

Another feature which should not be lost sight of is that the depreciation of a steel house is practically nothing, while in a wooden house it is an appreciable amount, for it cannot avoid suffering a greater or less loss from decay and the action of the elements. Owing to the lack of space we cannot now go further into details on this subject, all of which would tend to show the economy gained in steel construction.

The cut shown is of a small country elevator,

which is fire-proof throughout. As will be seen, it consists essentially of two steel tanks, each about fifty feet in height and provided with a partition in the center, making four bins in all, which are self-cleaning. The foundations are constructed of concrete. In the drive-way, which is sheltered by a lean-to, are two dump sinks, which discharge by means of a drag chain either into a sheller and then into the elevating leg, or into the leg direct.

The grain being elevated is discharged into a cleaner on the cupola floor, whence it may be discharged into either of the four bins or into the car or into the loading bin, which is supported between the two tanks. Dust and screenings boxes are provided, being situated between the roof trusses over the drive-way. The cupola is of structural steel throughout, with concrete arched floors, and is reached by means of a man lift from the main floor.

The only wood in this building is that which is used in the window frames and in the construction of the cleaner and sheller. Corrugated iron is used to enclose the building.

The power house is separate from the building and the rope transmission is driven by means of a gasoline engine.

GRAIN CORNERS.

[A paper by F. O. Paddock of Toledo, Ohio, read at the annual meeting of the Grain Dealers' National Association at Peoria, on October 2, 1902.]

I am glad to meet with you in the beautiful city of Peoria, the second in population and commercial importance in the great state of Illinois. I say great, because in natural resources, in diversity of industries and in agricultural wealth, if not just at the present time the greatest, I believe she is destined to become the greatest state in the Union. She was the home of Grant, the greatest military commander of ancient or modern times; of the immortal Lincoln, the grandest statesman whom the world has known; and Chicago, the wonder of the world for pluck and enterprise, which is so rapidly increasing in wealth and population, is her chief city. In the presence here to-day of the men who handle the surplus products of the great agricultural states, I want to pay this slight tribute to my native state; for though I live in Ohio, where Mark Hanna does things, and am now a loyal Buckeye, I am also a Sucker, and for the first thirty-three years of my life was a resident of the Sucker state. At this particular season,

"When the frost am on de pumpkin,
And he fodder's in de shock."

I love her best. My earliest boyhood recollections are of her waving corn and golden grain fields, her meadows of timothy and clover bloom, her melon and pumpkin patches, her orchards of apple, peach and plum; for I was reared and nurtured on the bosom of her broad prairies, and I am proud to own it.

"Breathes there a man with soul so dead,
Who never to himself hath said,
'This is my own, my native land?'"

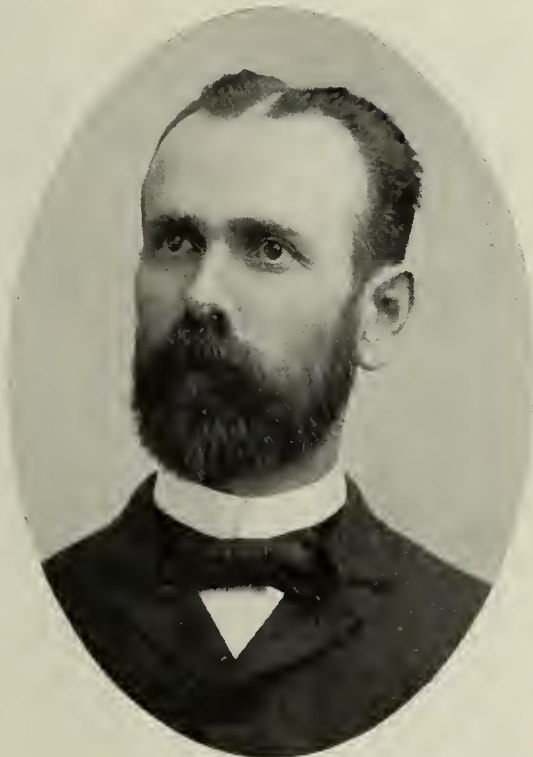
I am down on the program to talk to you a short time on the much "cussed" and discussed subject of "Grain Corners."

I must of necessity be somewhat personal, though without malice aforethought. You all know what a corner is, and most of you know a rail-fence corner from a corner in grain. What I have to say will be from the standpoint of the country shipper and the merchant who handles cash grain, both for spot and future delivery. My firm owns and controls a line of elevators in the country. We operate terminal elevators also at Toledo. We do not speculate any more than is necessary in buying large quantities of grain from day to day, and so hedge our purchases until we can put the grain on the market to the consumer, either at home or abroad. We are dealing in grades that are accepted as standard all over the world, Chicago included. When they are not running a corner, that market being recognized as the largest for all kinds of grain in the world, we have naturally, for many years, done a large share of our hedging there. We have not attempted to hammer the market, nor sell

what was not ours; yet we have run into half a dozen corners in two years in doing a strictly legitimate grain business, and had to buy in our hedges at a loss, when if there had been no corners, our grain, which was good enough to ship to any market in the world, would under ordinary conditions have graded in Chicago; but like hundreds of your shipments it failed to grade No. 2 because Phillips or Patten or Harris-Gates was running a corner.

Let me give you the history of a shipment of 40,000 bushels of corn to Chicago last July. We selected and cleaned three cars and shipped it to Chicago. It graded No. 2. We followed this with five cars more, which graded No. 2. We then loaded thirty-two cars with more care and with better corn than the first two small lots; two cars graded No. 2 and the rest No. 3. You know how it was yourselves. There was too much of it to suit the manipulators. The appeals committee was called in. The chief inspector said if it was cleaned and handled, it would grade No. 2. We ordered that done at an expense of about \$700, and then it was graded No. 2, but July had declined from 90 to 50 cents by the time the cleaning process was completed; and we shipped the corn to our southern trade at the loss of cleaning and freight.

The Century Dictionary gives this definition of a



F. O. PADDOCK, TOLEDO, OHIO.

corner: "A monopolizing of the marketable supply of a stock or commodity, for immediate or future delivery, generally by a secretly organized combination, for the purpose of raising the price; as a corner in wheat." Let us keep this definition in view as we proceed with our discussion of the subject.

When I was a little chap so high, I remember playing a childish game called "Pussy wants a corner," and thought it great sport; but after seventeen years' experience in the grain business, and as rather an old singed cat, I have concluded I don't like the game; and, as the Irishman said of reforms in politics, "I'm agin' 'em." A grain corner in Chicago affects the great commercial interests of the whole country, just as a cancer or blood poisoning does the system. It poisons all the life-giving and health-producing conditions of all the arteries of the grain trade, from the producer to the consumer; and it must be done away with, if we hope to regain and maintain normal conditions in the business on the legitimate basis of the law of supply and demand.

Why do we organize and maintain our boards of trade and exchanges in the primary markets? As I understand it, they are for the purpose of marketing and handling the large surplus crops of the country. With great elevator capacity for the storage of grain, with cheap water transportation during the season of navigation, the large volume of business done at the lowest minimum of expense,—all these are the facilities by means of which the products of the farmer in the West and Northwest

are brought to the consumer at home and abroad; and they are perfectly right and proper means to use; but I maintain they should not be perverted and turned into legalized gambling dens for the benefit of a few rich speculators. Let them continue to be the commercial highways upon which the legitimate grain trade of the country may travel without being held up, and "your money or your life" demanded every thirty or sixty days.

A Chicago man, the head of one of the largest grain and elevator firms there, said to me a few days ago: "Paddock, a man cannot do business as a merchant these days; he must be a nimble trader if he does not get caught in corners and manipulated markets. We cannot hedge with safety in our own market, even though we operate regular elevators."

A few days later Sells Bros. & Forepaugh's circus came to town, and of course my good wife and I took the children to see the animals; but as they had seen them a number of times, "that was a short elephant soon fed with peanuts," and we passed into the circus where the only "Diavolo" was to loop the loop on a bicycle. I watched him with a good deal of interest, for the loss of his nerve or the swerving of an inch might cost him his life; and I said to myself: "That's just about what I'm doing every day—trying to hedge corn and wheat in Chicago. I have turned from a grain merchant into a 'commercial acrobat.'" After two years of the performance, I have about decided to go out of the circus business and quit hedging in Chicago.

Much has been said and written about reckless short selling by bears of grain they do not own and never expect to deliver, and the depressing influence that such selling has on the market, and the right of bulls to buy all they can take and pay for. I do not dispute the rights of either; but isn't it just as true that the reckless buying by bulls of millions of grain they do not expect to get but which is bought with the hope and expectation that it cannot be delivered, is even more depressing? For as delivery day draws near and the bull finds he will get his grain according to contract, he dumps his load on the market, often causing a bigger slump in one day than the persistent hammering of bears for months. The law of supply and demand has regulated and always will regulate the overselling of the market, but such laws bear no relation whatever to a cornered market.

Cash grain in the country, as you all know, bears little or no relation to the contract grade in time of a corner, no matter how good the quality; and the farmer or country dealer rarely if ever derives any benefit whatever from a corner. A cornered market prevents the free movement of the contract grades in the usual commercial channels. They become congested and bring trouble to all classes of buyers of actual grain. They are kept out of the market while prices are inflated beyond consumptive values; for while manipulation is in the air, no one in the cash business, neither the elevator man nor the exporter, the miller nor interior New England dealer, can trade with any degree of safety or satisfaction in a cornered market.

What, then, shall we do with our contracts? Repudiate them, resort to injunction, plead the baby act? Never. I believe with every honorable man in the grain business, and there are thousands of them who will agree with me, that a contract is a sacred covenant and should be carried out to the letter. But I also believe there is a way to enable every dealer in grain to fulfill his legitimate contracts without the market being manipulated and corners being run every thirty or sixty days. What, then, is the remedy?

If I was a politician making a political speech to my constituents, I would say, "My fellow citizens"; but as I have a word to say about politics to my friends who are here from Illinois, I shall address them as "My fellow suckers," and say, "How long, oh, Lord! how long, will you continue to be taken in for 'suckers,' by allowing the inspection of grain in this great state to remain a creature of politics, and regulated by political influence?" Just as long as you permit this state of things to exist, just so long can you look for grain corners and manipu-

lated markets. Grain men of Illinois, if you are not in politics, get in; get elected—you can do it; go to the legislature as members, and stay there long enough to take the inspection of grain out of politics, and keep it out. You do a great injustice to the other members of this Association, both from the West as well as from the East, if you do not change and properly regulate the inspection of grain in the Chicago market. I am sure the Chicago Board of Trade would be glad to appoint a committee to regulate the grading of grain, who would be under the control of its board of directors; and I know that if such an inspection committee was composed of three receivers or commission men, three elevator owners or operators, and three exporters and shippers, they could and would establish grades that would be satisfactory to every one concerned, and the grading in would be somewhere within gunshot of the grading out, and corners would become extinct.

The other remedy I would suggest is this: Make the commercial grade your contract grade; for certainly grain that is good enough for millers, for consumers east and west, good enough to ship to New England, to Europe, to South Africa and the Islands of the Sea, is good enough for any man buying grain for future delivery, whether for actual use or speculation; and I know of no good reason why any man, or set of men, running a corner should demand or receive any higher grade than the one most in use for commercial and shipping purposes.

Right here I want to say a word about Toledo. We have discovered from our records that 75 to 80 per cent of our receipts of corn grades No. 3 yellow, and as that is our commercial grade our board of directors, by unanimous vote, decided to make No. 3 yellow the contract grade on and after October 1. If there should be a section of territory that raises mixed corn, the seller can, by specifying it at the time of the sale, make a contract for No. 2 mixed corn for future delivery, and then if he can not ship corn that will grade No. 2 he has the option of buying No. 3 yellow on the market and filling his sale of No. 2 mixed. This is right in line with the suggestion I have just made, and will certainly prevent manipulation and corners in Toledo.

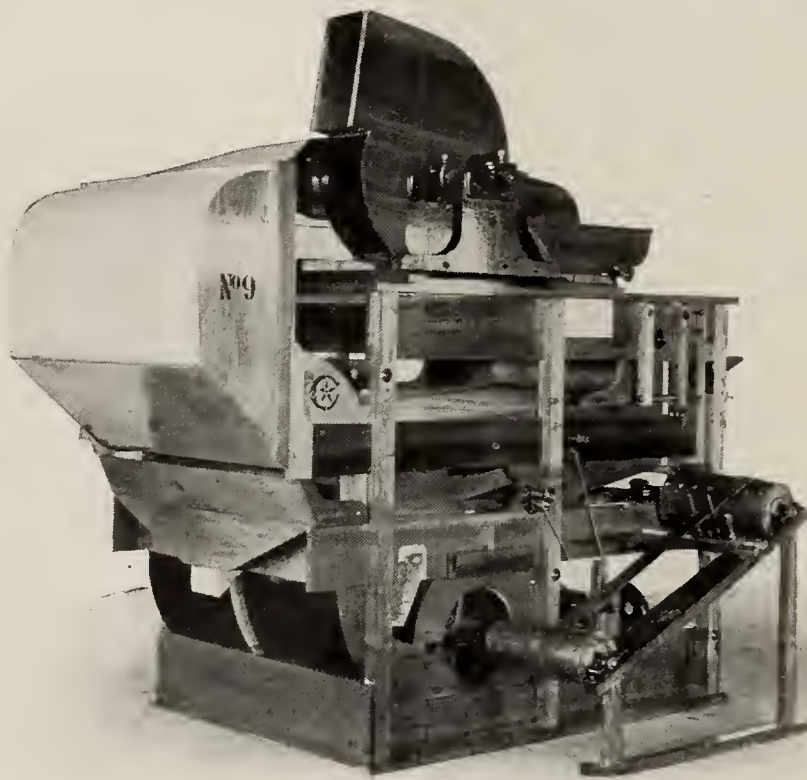
What has been the history of grain corners in the Chicago market during the past eighteen or twenty years? Let me mention some of them briefly as they have occurred to my mind. "Old Hutch" was reputed to have once had more cash in bank than any man in Chicago. The amount is said to have been eight to ten millions. He put September wheat to \$2, and died in poverty. Jack Cudahy had three to five millions in bank in 1893, and before the summer was over his corner was ended; he owed two and a half million dollars; and paid them like a man. Joe Leiter is said to have cost his father seven millions in the greatest deal ever attempted. Coster & Martin went broke after putting corn to a dollar a bushel. Philips and his blind pool met their Waterloo in May; and I have had it intimated that the Harris-Gates crowd are some two or three millions behind on their July corn corner. Let me add this word of warning to other manipulators of grain: "The gobbles 'll get you yet, if you don't watch out."

And so most of the great attempts to corner the grain markets have run their course and failed, and left a path of ruin in their wake. The only really successful corner that I know much about was managed by a man named Joseph, some 3,600 years ago in Egypt. The record states, "He gathered corn as the sand of the sea, until he left numbering, for it was without number"; and "the famine was over all the face of the earth, and Joseph opened all the storehouses and sold to the Egyptians, and to all the people of the land"; and when his brothers came down from Canaan he filled their sacks, supplied their need and gave them his blessing. You know the story. I read in the old book that, "He that withholdeth corn, the people shall curse him"; and I am firmly of the opinion that grain corners are a curse to the trade from every point of view.

They are contrary to the natural laws of commerce, and should be stamped out; they are contrary to the law of the land, and should be declared illegal by every court, from the justice of the peace to the Supreme Court at Washington. I also believe the time is coming when we must consider more and more the question of ethics in business, in banking, in commerce, in manufacturing, in mining and in all of our great financial, industrial and agricultural affairs. Grain corners, I am sure, are neither in accord with the law of God, nor the example of the Man of Nazareth, who taught us the greatest of all laws, human or divine—the Golden Rule.

AN IMPROVED CLIPPER BEAN CLEANER.

The accompanying cut shows the latest improvement added to the well-known Clipper Cleaner designed especially for beans. In addition to the well-known features of these machines, such as traveling brushes, clay-crushing rolls and air controller it has a dustless attachment. This is of great advantage not only in taking care of the dust and air from the air blast but in making a



IMPROVED CLIPPER BEAN CLEANER WITH DUSTLESS ATTACHMENT.

separation on the stock as it passes from the hopper to the screens, removing all dust, pods and similar waste and thereby giving the screens greater efficiency.

This machine should prove particularly interesting to bean handlers at this time, as the makers state that it is especially adapted to cleaning stock containing beans that are soft or partly rotted on account of wet weather.

This machine is one of the line of famous Clipper grain, seed and bean cleaners made by A. T. Ferrell & Co. of Saginaw, Michigan.

ARMOUR DEAL SUCCESSFUL.

The Armour Grain Co.'s deal in September wheat, which closed September 30, is said to have been one of the most successful in the history of the Chicago Board of Trade. Buying started in June and the low price was about 69 cents, the majority of the grain being taken at 72 cents. No wheat was taken at over 74 cents, and after the market passed that point the Armour house was a seller.

It is said that only 2,100,000 bushels of cash wheat were handled; of this but 1,000,000 were delivered September 30, although shorts are credited with having contracted to deliver 14,000,000 bushels more which they could not get. Settlements were made privately at 92 to 95 cents.

One feature of the deal was the application for an injunction to restrain the settlement of his trades by H. W. Wells, who was short 25,000 bushels.

MUTUAL FIRE INSURANCE.

[A paper read by C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis, at the annual meeting of the Grain Dealers' National Association at Peoria, Ill., on October 3, 1902.]

The present is one of those periodical times in the fire insurance business when history repeats itself. We have just been through a period of demoralization which led to much injustice in fire insurance rates between individuals and localities. To-day we are confronted with the opposite extreme of high rates, rigid requirements and no heed to conditions. As long as stock companies follow present methods and do not know the cost value of any class of hazards, these extreme fluctuations in insurance rates will continue, and the public pay the fiddler, except for those who prefer to dance to their own music.

Over fifty years ago the insurance companies were asked to give credit upon improved conditions of cotton mills. They replied that a cotton mill was a cotton mill, and the rate 2½ per cent. The New England manufacturers then organized mutual companies to carry their own insurance; and under a

system nearly perfect they are giving their members insurance at a cost of only a fraction of 1 per cent, with which rate the stock companies are now offering competition.

Twenty-five years ago, without any attempt to select or improve the flouring mills of the country, the insurance companies found their remedy in raising the rates. The millers then insured themselves in their own companies at a cost averaging nearly one-half, and the stock companies are taking what is left at a reduction of ten to twenty per cent from the old price.

Ten years ago the northwestern detached retail lumber yard was rated from 1½ to 2 per cent, a rate loaded with the bad experience with large saw mill yards. The Retail Lumber Dealers' Association then formed their own mutual company, which has been an unqualified success. From last information 1 per cent was a high rate in that territory for retail yards. Judged by these examples, the present seems an opportune time for the grain dealers to follow these precedents.

It is noticeable that the prominent and permanent mutual insurance companies have had the approval and coöperation of associations. This is probably because the members know what they want and have the courage of their convictions. While no company can afford to insure all or only association members, it is a fair statement to say that, other things being equal, the association policy holder will average the better risk. The men who

have a broad view of their business, as against the narrow limits of their own property, and recognize the trend of the times toward coöperation, will average more successful. Such men have received the benefits which come through associations and can see that their fire insurance can be better handled by uniting their interests.

It is not necessary at this time to make an elaborate explanation of mutual insurance. It is a fact, acknowledged by the best authorities, that all systems of fire insurance are mutual as regards the policy holders. The fire losses, expenses, dividends and surplus are derived from the premium income. When stripped of details, the difference shown between a good stock and a good mutual company is in the nature of the capital and the disposal of the profit and surplus. No insurance company can have safety and stability which does not use a schedule of rates which will produce a premium income to meet the unknown quantity to be expended. Such a schedule will usually produce an excess used as profit and surplus. With a stock company these belong to the stockholder; with a mutual company, to the members. In both cases the policy holders protect themselves by the premium contributions, but only in mutual insurance do they receive any benefit from the excess.

The question of the grain dealers needing an insurance company of their own has been favorably considered by associations and individuals. In order to have such a company upon which all could unite, a number of prominent grain men, who have always shown to have the interests of the fraternity at heart, have taken the preliminary steps to organize the Grain Dealers' National Mutual Fire Insurance Company, to be located at Indianapolis, Ind. These men have acted in good faith and given financial assistance, confident that the grain dealers will approve the course taken and see that the organization is completed.

It is desired to avoid any experimenting. The plans adopted have been tested in a number of cases and over years of time. Strength and stability will be considered before cheapness. We are organized according to law, and our assets are recognized equally with stock companies by state insurance departments; but we shall adopt one of the virtues of those companies and protect our premium note capital by a cash surplus to be governed by the size and needs of the company.

The company will issue a five-year policy, subject to cancellation at any time, for which it will take a premium note equal to five years' premium and collect a cash deposit equal to one-fifth of the note. At the end of twelve months it will credit the unused portion of said deposit on the following six-month term, assessing for such an amount as may be necessary to make a full sixth-month deposit. For all time afterward the assessments will be made semi-annually. The premium note is not negotiable, interest bearing nor assignable. There is no liability beyond the face amount thereof, and the assessments are a credit upon the note. It can be assessed by the board of directors only for losses and expenses of the company, pursuant to the charter and by-laws.

The premium note is a basis for assessments levied during the term of the policy. The rating schedule of the company is made for the purpose of adjusting each member's share of the losses and expenses in proportion to the amount insured and the construction of his plant. If all elevators similar in construction and exposure are rated the same, it is immaterial what the rate may be, provided, First, That it is sufficient to form a fund that will be ample to meet all liabilities; and second, That it is perfectly uniform. When a loss occurs and the amount due under our policy is ascertained, it will be paid from the cash fund and an assessment made by the board of directors upon the premium note of every member whose policy was in force at the date of the fire for its proportion of the losses and necessary expenses. The sum of these assessments, after the first year, will be collected semi-annually to replace in the treasury the amounts which have been

taken from the cash funds. It will thus be seen that this company will always have on hand sufficient money to pay losses as they occur.

Every policy holder is a member of the company and entitled to a vote in the election of its directors and thus has a voice in its management. He pays only his equal share of losses and expenses with all others, and the profits of the business are retained by him.

The Indiana law permits a very valuable charter, but require for incorporation twice the volume of assets asked by any other state. The company has to start business with of \$100,000 in premium notes and \$20,000 of cash. With a maximum line of \$5,000, it then is on a good basis at issue of the first policy.

To obtain the charter and commence issuing policies, it will be necessary to show the insurance department \$100,000 of bona fide premium note applications, on which the first cash deposits would amount to \$20,000. It is estimated that this will require about three hundred applications averaging \$3,000 each. This is not a large number to secure out of the thousands of elevators which can be benefited by mutual insurance; but there is a large factor of economy and usefulness in a quick organi-



C. A. McCOTTER, INDIANAPOLIS.

zation and advantage in securing the charter before the first of January. So it is desired to impress upon grain dealers that it is only by yourselves helping yourselves that we are going to have a company. An application made during the next three months only will make you a charter member and give you credit for helping put up the company.

Expirations occurring before January 1st will be handled to the advantage of the property owner, and those intending to place short term insurance on stock will find it cheaper to give an application to this company. It will not be the policy of the company to disturb any insurance in force; but we are justified, for organization purposes, in asking every elevator owner to give a charter application and upon issue of our policy to substitute it for old-line policies. It will be legitimate expense of the company to see that this is done with no expense to the assured, and from the date of our policy he will be receiving the saving of mutual insurance.

While a company organized in the interests of its members is operated for their profit, the profit is not to be derived from salvage on losses and taking advantage of technicalities. The system of selection and regular inspection will give a high average of physical bazaar while expenses will not be loaded with the commissions, board and bureau charges of old-line companies. When a loss occurs, an adjuster will be employed competent to settle without the dispute of an appraisal.

It is sincerely hoped and expected that each year

every charter member of this mutual company will shake hands with himself as a part of a mutual admiration society,—on the one hand, that the company has been a direct and indirect benefit to his business; on the other hand, that he had the foresight to see a good thing when offered and helped to put it on its feet.

REPEAL OF THE DUTY ON CANADIAN GRAIN.

[An address by J. L. McCaul, of Minneapolis, president of the South Minnesota and South Dakota Grain Dealers' Association, to the annual meeting of the Grain Dealers' Association at Peoria, on October 2, 1902.]

The Valley of the Red River of the North furnishes the summer traveler toward Winnipeg an enchanting and substantial example of remarkable fertility. Enraptured by a magnificent landscape and a bounteous harvest, he scarcely heeds the advent, at Neche or Pembina, of an inspector wearing the arms of the British Crown.

So slight the interruption, so unchanging the face of nature, he does not realize that he has passed from under the Stars and Stripes, until he is told that the farmer he is just passing, who though he joins an American neighbor on the south, breathes the same air, faces the same cold blasts of winter, basks in the same summer sun, speaks the same language and worships the same God; accepts twenty-five cents per bushel less for his wheat and fifty cents per bushel less for his flax, merely because to the south of Grenada and Emerson there exists an imaginary line, upon which is erected a tariff wall more formidable to commercial intercourse than any Chinese structure, though its surface grazed the everlasting stars.

Marveling at such an impediment to commerce, the objector is told by his high tariff friends, that but for this regulation American prices for produce would sink at once to the Canadian level. The ocean is to recede to a lower level by the removal of an obstruction at the mouth of a tiny rivulet.

We therefore approach our subject: "The Repeal of the duty on Canadian Grain," facing fairly, squarely and without an attempt at evasion the one opposing stock argument and the only one, if you please, that we will dignify by the title of argument: "Remove the duty on Canadian Grain, and the American farmer will at once encounter a Canadian scale of prices for his produce." If such were even the possible, not to say probable, result of the removal, we would not for a moment become its advocate. However, we are firmly of the opinion that transition does not necessarily involve deterioration. Why should a vision of higher prices for Canadian grain be obscured by a pessimistic cloud of ruinous prices for American grain?

The Canadian Northwest produces annually probably fifty millions of bushels of wheat, possessing particular merit. Its possibilities for production are very great. It may in our day treble the quantity, and will then not have equaled the enormous yields of our own Minnesota and one of the Dakotas, ignoring entirely the remainder of the spring wheat area.

Manitoba and the neighboring territories boast of two railroads which, though well constructed and equipped and competently managed, are wholly inadequate to meet the demands, during the busy season, of the shippers who are engaged in forwarding the crop to the lake front. A serious congestion occurs; and the tendency toward exaggeration asserts itself, and the thousands are soon magnified into millions and the markets abroad, where our surplus seeks consumers, are depressed by the supposed millions that are vainly awaiting transportation. Our own wheat suffers from this commercial nightmare, while our "protected" American farmer rails at monopolists and middle men who are absolutely powerless and who have not the remotest connection with the Canadian congestion that transmits its depressing influence to every important market on the globe.

Unfortunately, the price-making power lies be-

yond our borders. We are not a food importing, but a food exporting people. We yield to the whims of foreign buyers who stamp values upon our wheat and flour. It is there, of primal importance that conditions surrounding the foreign trade be as uniform as possible; relieved of apprehension regarding future supplies and probable depression. That trade is practically valueless that is buoyant and aggressive to-day, sluggish and stagnant to-morrow. There is nothing more menacing to stability than the indefinite blockades to which this Canadian grain is subjected. Uncertainty attends every step of the movement from the inception of the blockade to the final absorption of bewildered and distracted foreign merchants. Remove the duty and permit the unrestricted movement of Canadian grain through American channels, uncertainty as to its magnitude and availability ceases; the foreign merchant is relieved of apprehensions, and the dials in our own chamber of commerce will never indicate even a fraction of depression. The rifted clouds of uncertainty and doubt will disclose a clearer commercial sky.

Permit Canadian wheat to cross our border unrestricted, and our capacious elevators and restless mills, scattered over our northern and eastern states, will assimilate the surplus with such ease and alacrity that the American producer will never be cognizant of its existence. We need entertain no fears that our facilities for a speedy absorption will be found inadequate. The eagerness of American merchants and millers to participate in the profits attending such an increased volume of business will result in the creation of additional facilities far in excess of the actual requirements, as it must be borne in mind that the terminal elevator facilities of Minneapolis and Duluth alone already far exceed the twenty-five millions total country and terminal capacity of the entire Canadian Northwest, to which we may add the voracious annual consuming capacity of our Minneapolis mills, amounting to more than the entire yield of Manitoba and her allied producers.

We are reminded that the undertaking is not formidable, when we consider that only such portion of the crop as the Canadian railroads are unable to handle will be permitted to find shelter or consumption in our American markets.

A sophistry often employed in this connection would lead our farmers to believe that but for this prohibitive duty our own summer markets, usually active and high, would be stagnated by an influx of Canadian wheat held for such an attractive period. Let us at this juncture note particularly the fact, that the Canadian surplus which vainly presses against our tariff wall exists not at a season when there is a scarcity of wheat in our own land, but the congestion occurs at the very hour when our own surplus seeks a foreign purchaser, who in turn is frightened into inactivity by this Canadian "bugaboo."

Vulnerable, indeed, is the argument in favor of this specific form of protection, when we consider the fact that our surplus millions pass into Duluth, occupying with Canadian wheat adjoining bins in the same elevator, consigned to the same hold in the ocean going vessel and finally purchased by the same merchant in Liverpool. It taxes the credulity of the most impressionable mind to imagine for a moment that our grain is by this duty enhanced a single farthing or would be were the duty multiplied many times or trade restriction rendered even more burdensome and obnoxious.

There exists what is known as "milling and shipping in bond," by which means Canadian grain may pass over our railroads, through our elevators, be ground in our mills, remunerate the individuals engaged in such movement and manufacture and then pass out of our country; but no matter how attractive the wheat, or how superior the manufactured product, no portion, not even the offal, can remain without our national lines. The railroads, the elevators and the mills may earn their emoluments, but the consumer, no matter how eager, must "taste not, touch not, handle not,"

and our dairy interests must suffer by reason of the exportation of mill feed, which seeks a foreign market, often much inferior to our own.

Some of the most brilliant intellects of our day have, after the most diligent application, demonstrated that the blending of wheats from different climates is not only profitable to the manufacturer, but decidedly advantageous to the consumer. That Canadian wheat would thus add most materially to our welfare we are pleased to recognize. However, all this is denied us because of an illusive vote-catching revenue restriction, extremely injurious to our Northern neighbor and lacking absolutely every element of benefit to our own countrymen.

The advocates of this pernicious policy are forgetful of the fact that restriction of production does not necessarily enhance values, but that on the contrary our most attractive prices have frequently occurred in periods of plenty. They also ignore the principle that general prosperity is much more effective as a promoter of prices than all the resolutions and restrictions human ingenuity can devise.

"But," exclaims our high tariff friends, "you are unmindful of the farmers' welfare." Unmindful of the farmers' welfare, when as a lad I carried the aches and pains that accompanied devotion to duty on the farm? Unmindful of the farmers' welfare, when there is ever present before me the blazing picture of a period when, not in theory but in fact, the monopolistic heel ground deep into the neck of the prostrate farmer? Unmindful of the farmers' welfare, when I was reared in a day when railroads, unblushingly promulgated the policy "the public be damned?" Unmindful of the farmers' welfare, when I know that in spite of the seething, fretting, restless mobs of our cities, lashed into fury by scurrilous demagogues, and led toward certain destruction by political mountebanks, there is ever present a counter-balance of common sense that defies the destruction of our Republic. That counter-balance finds its abode, not in the minds of the merchant, the day laborer, or the pampered fop, but in the brains of the millions, who though once the object of sneers, we have the distinguished honor to know as farmers. Unmindful of the farmers' welfare, when I know it is the farmers' deposits in banks that enable you and I to do business? Unmindful of the farmers' welfare, when I know that but for the ceaseless toil of the blistered hands every merchant would become a wandering tramp, every railroad a streak of abandoned rust, and every palace on fashionable shores a hollow tomb? When for a moment we lose sight of the fact that any act, legislative or otherwise, that impairs the present earning power or reduces the happiness of the farmer is certain to create obstacles over which we shall stumble and our children be unable to surmount, then and not till then, let to be said that we are unmindful of the farmers' welfare.

Now, I maintain that man is a coward who is unwilling to face to-day "the evils thereof" and who bequeaths to his heirs entanglements that should have received adjustment at his own hands. If I felt for a moment that the commercial path would not be rendered more smooth and future industrial fraction be reduced by the repeal of such trade restrictions as are devoid of benefits and by the obliteration of such benefits as are distinctly narrow in their application, I would not for a moment, despite all possible benefits that might accrue in my lifetime, advocate the repeal of the duty on Canadian grain. Unstinted consideration should be given to the question of the greatest good to the greatest number, not alone for the day in which we live but for the period to which this is but the prelude—that era when our sons will struggle over their own problems and labor under laws that spring into existence as a result of our thoughtfulness or careless disregard.

Commercial conditions to-day admit of material progress and substantial accumulations and comforts. Now, if in augmenting these we entail upon

our sons a bondage, or even an uncomfortable condition, our folly and selfishness will be surpassed only by our lack of common sense. Failure is sure to follow the footsteps of those who construct only for the day in which they live. A wholesome regard for the welfare of those who will breast the breakers of the coming years will augment our own substantial comforts and promote our peace of mind.

We possess within these United States flour milling plants that surpass in capacity and perfection those of any other land. The powerful water-ways of our northern border render the mills in that region of particular excellence and value. Their productions disseminate throughout our own country and penetrate all civilized portions of the globe. As an American advertisement our flour is pre-eminent. Periods of serious depression attend its manufacture and distribution, that can be traced directly to the unsettled conditions of foreign markets, intimidated by the Canadian ghost that will not down. Are we, therefore, unfair, rapacious and selfish when we ask that a duty which neither protects nor produces revenue be repealed, to the end that trade conditions may become normal, the commercial pulse beat firmly and citizens of the United States secure the benefits that follow the production of the finest flour the world has ever known?

It may be advocated that such benefits would be purely sectional. This we deny. The primary benefits would naturally occur in the northwest, but the general benefits would penetrate every household where twentieth century prosperity places bread before our people.

I maintain that few benefits are purely sectional. I stand as an uncompromising advocate of the development of our Oriental trade. Personally opposed to the merger, I am yet an ardent admirer of that commercial and intellectual giant who conceives and executes in such a masterly manner that the development of our western slope is most marvelous and our relations with the Orient are destined to become an enduring monument to the genius of James J. Hill. Can the benefits derived from the reduction of transportation rates to a point that admits of an ever increasing movement to and from the interior of our own country and the heart of the Orient be rightly styled as sectional?

The development and improvement of our rivers and harbors, though apparently sectional, is the very essence of commercial wisdom. An Isthmian canal that you and I hope to see complete will aid certain localities most particularly, but we would be narrow minded indeed to classify its multitudinous benefits as sectional. The flutter of the Stars and Stripes upon the high seas, floating at the mast-head of a mammoth American merchant marine, will claim our hearty applause. Will American commercial supremacy thus obtained be sectional?

As a nation we are fortunate in the possession of an executive whose mind can grasp the requirements not only of the East but passes beyond the Alleghenies and even the Mississippi River to those arid plains that men for years classed as uninhabitable and never to be reclaimed. Strenuous and irrepressible, he has encouraged Congress in its work of diverting the futile flow of our mountain streams, converting them into life-giving agencies that transform barren sands into prolific plains. The cactus and the sage brush are certain to yield to that relentless law, "the survival of the fittest." On those blistering plains where bleached the bones of those whose fading vision beheld only the mirage of an Eldorado will in your day and mine be harvested millions upon millions of the choicest cereals.

No juggling of tariffs will be necessary to insure the farmers in those irrigated regions a remuneration for their toil. Increasing consumption at home and abroad, augmented by free and unrestricted movements of grain within and without our borders, will insure to the farmers of the East, West, North and South compensation commensurate with their labor and intelligence. Will such a culmination prove sectional in its benefits? Will the benefit of a mammoth sea wall insuring the safety of that

plucky city of Galveston be sectional? Will honest, fair, protection where needed in our manufacturing districts, insuring fair compensation for toil, comforts in the home and the best schools for the rising generations be classed as sectional? Out upon the puny mind that cannot comprehend that the Nation extends beyond his own horizon, that in benefiting one locality you are but strengthening the whole structure. The confines of any region can not and will not mark the extent of the far-reaching effects that attend such wise developments.

I am a Republican, a protectionist, an American enthusiast. Our Nation can not become too prosperous or our own prestige too great to gratify my desire. I am with the government in all that tends toward rational and proportional development; yet I applaud with pride the action of the people in that grand commonwealth of Iowa in their demand for tariff revision. The people and the conditions demand such action; and it is a lamentable fact that some political Neros would prefer to fiddle discredited refrains while commercial Romes are licked by the flames of avarice and greed.

One of the very first adjustments that will occur in the obliteration of duties that burden the many and benefit the few will be the free admission of Canadian grain, thereby benefiting our Northern neighbors and not for an hour entailing discomforts upon our own farmers. On the contrary, concessions from Canada applying to our other grains will be secured that will add materially to our rural welfare. The great and beneficent policy of reciprocity, so considerably promulgated and ardently advocated by those remarkable characters, James G. Blaine and William McKinley, is certain ere long to prevail and will carry with it very many more benefits to our people of all classes than were ever dreamed of even by those illustrious authors and advocates.

The opportunities for improving the lot of the farmer are many. An application of the principles propounded by our agricultural schools and experiment stations will multiply their productions in an astonishing manner. I commend most cordially the liberal expenditure of money in such directions, to the end that none of nature's resources may be neglected. The welfare of all depends upon the earth yielding to her utmost. Science as applied by men of genius and energy will wrest from nature the fullest measure. In a majority of cases our farmers are availing themselves of these splendid opportunities to reap a harvest that is most abundant. Such men are not concerned about a tariff on their grain and are indifferent to discussions of duties, being more interested in the entertaining problem of maximum production. Others, we regret to note, ignorant of or disregarding the possible development of our agricultural resources, pursue the pastime of constructing castles in the thinnest of air, lulled into listless insecurity by the false notes of a tariff refrain.

Develop our agricultural colleges; apply civil service to our common schools, employing the best and well paid instructors, and you will eliminate from the minds of the rising generation any anxiety to bar at our borders the grains of other lands. The thought will obtain, "What can I do to wrest from nature the limit of productions?" not "How can I prevent the produce of my neighbor from competing with that of my half-tilled farm?" The hour approaches when the Canadians are certain to retaliate for this menace to their welfare. Why not wrest victory from defeat by securing from them valuable concessions in return for that free-trade privilege which is absolutely devoid of any baneful effects upon us, but exceedingly beneficial to them?

We vigorously applaud a naval and military movement that drove Spanish oppression from two distant portions of the globe. We condemn, and rightly so, those whose philanthropic theories forever apply only to the far distant field and who by their seditious, if not to say treasonable, conduct hamper the administration of the most liberal government upon the face of the earth. We permit the entrance, almost unrestricted, of the repudiated of

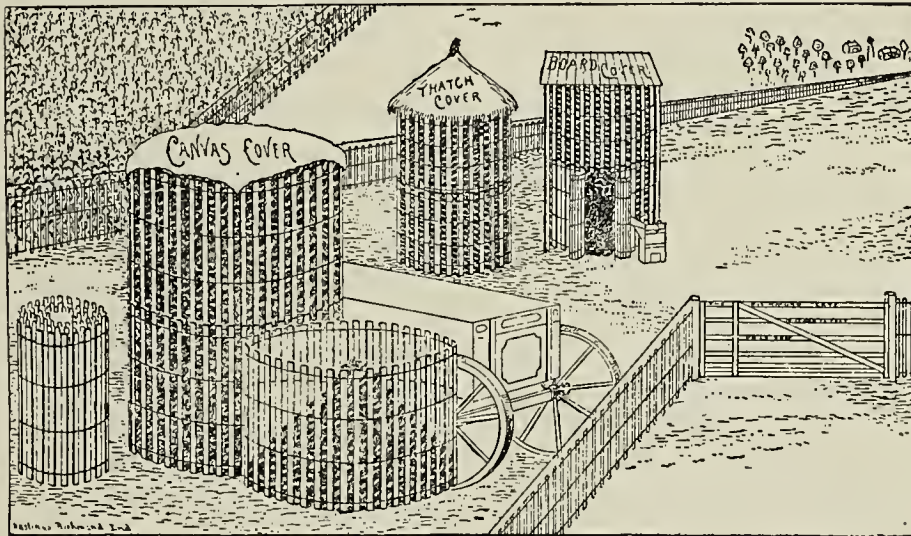
all lands, even though the outrageously abused welcome entails dynamite and destruction. All this in the name of liberty and broad liberality. Yet when sober, hardy Canadians knock at our doors with the products of their toil, the latchstring is withdrawn and our hospitality seared.

Briefly, we advocate the repeal of the duty on Canadian grain, believing it to be absolutely devoid of benefits to any and decidedly detrimental to our neighbors and to ourselves—a restriction not intended for protection, but for political effect. Its repeal can be made the agent of valuable concessions that will carry real benefits to the farmers of the present generation and of those to come.

Mr. Chairman, I conceive it to be the prerogative of this assemblage to carefully consider questions that affect the general welfare. Its attention is therefore directed to this particular subject as being one of interest, not alone to the trade, but to our entire commonwealth. The benefits which at first glance appear sectional will be reflected at Minnehaha, Suwanee River, Plymouth Rock and Golden Gate.

THE ELLIOTT & REID CO.'S CORN CRIBS.

In some of the larger corn producing states it has been the custom to pile corn on the ground, but the introduction of such cheap, ready-to-use cribs as are shown in the accompanying cut should leave



THE ELLIOTT & REID CO.'S CORN CRIBS.

little or no excuse for the continuation of this wasteful practice.

These cribs are made of strong staves 4 feet long and bound by five cables of No. 10 galvanized wire. Small patented links are furnished for hooking the ends of the sections together and large links go across the top and bottom of the door opening in the lower section to hold the walls when the smaller links are removed to make the opening.

The upper section is made smaller than the lower one and is set inside on the corn when the lower crib is filled. As the crib is emptied it telescopes within the lower section and there is no collapsing of the walls.

These cribs are shipped in rolls. They can be used one year in one place and next year in some other if desired. When empty they can be left where they are, rolled up and stored away, used for garden fence, chicken coops or hog pens. They range in capacity from 125 to 1,200 bushels and, the makers claim, will last for 25 years.

They are manufactured by The Elliott & Reid Co. of Richmond, Ind., who will be pleased to supply descriptive circulars, price list, etc.

Last year the company shipped to Mexico two carloads of these cribs with capacity for 120,000 bushels. They have also made shipments to Odessa, Russia, and to other foreign countries.

A youth of 19 was arrested at Kankakee recently who confessed that he had been stealing grain from Swift & Co.'s feeding elevator for four months. During that time he broke eight locks and stole 100 bushels, which he sold to neighbors for 25 cents a sack for chicken feed.

HOW BUCKET-SHOPS GOT QUOTATIONS.

The Minneapolis Chamber of Commerce succeeded October 8 in locating the leak by which bucket-shops have been securing quotations on the Minneapolis wheat market. After all other possible sources of the leak had been investigated the directors turned their attention to the twenty-two telephones located on the floor and used by brokers to send quotations to their offices.

The 'phones are in charge of boys and in order to make the test the directors began taking the boys away from their instruments at intervals of fifteen minutes. This was continued for an hour or more when spotters in the bucket-shops reported a sudden break in the quotations. Watches were compared and the responsibility was fixed upon a boy employed by a Minneapolis broker to send quotations to a St. Paul correspondent. Both the broker and the correspondent are in good standing in the Minneapolis chamber, and the directors are slow to accuse them of complicity in the affair. Wire tapping is regarded as a more probable explanation, though in view of the fact that the leak has been stopped, an embarrassing inquiry may not be pushed further.

The Western Union Telegraph Co. has offered to sign the agreement demanded by the chamber to withhold quotations from the bucket-shops provided the chamber will sign a bond to indemnify the com-

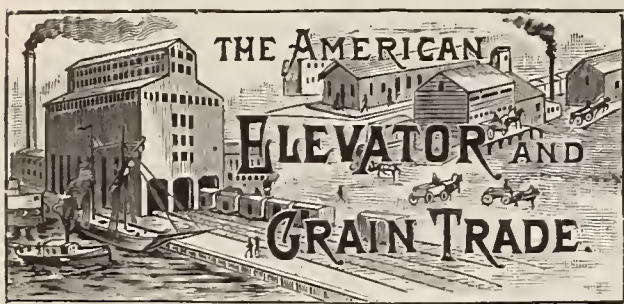
pany from any damages that may result. This the chamber refuses to do.

KANSAS GRAIN RATES INVESTIGATION.

The Interstate Commerce Commission was in session at Wichita, Kan., September 24, 25 and 26, hearing the cases of the Mayor and City Council of Wichita against the Atchison, Topeka & Santa Fe Railroad Co. for alleged discrimination of rates on grain for export in favor of Kansas City as against Wichita. Testimony was introduced to show that wheat pays 28½ cents to Galveston from Wichita, while Kansas City sends wheat through Wichita to Galveston on a 15-cent rate. Secretary Herzer of the Wichita Board of Trade testified that he had positive knowledge that Kansas City grain men received rates to Galveston at even less than the published tariff.

The alleged discriminations by the Santa Fe and Rock Island roads against Wichita-made flour were also considered. Wichita millers allege that Texas gets a rate on wheat from Wichita that makes a differential of 5 cents between wheat and wheat products. In this connection it is interesting to note since the hearing the railroads have voluntarily reduced the rate on flour from Kansas to Texas 2½ cents per hundred.

Corn oil to an amount exceeding 3,000,000 gallons, worth \$1,281,000, was exported for the nine months ending March 31, 1902. During the same time 26,000,000 gallons of cottonseed oil and only 83,189 gallons of linseed oil were sent abroad.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., OCTOBER 15, 1902.

Official Paper of the Illinois Grain Dealers' Association.

POLITICIANS AT EAST ST. LOUIS.

It is not so much the bald fact that the Illinois Railroad and Warehouse Commission has put state agents into the public elevators at East St. Louis to weigh the grain handled there as the self-evident proposition that the commission's sudden determination to "enforce the law" was inspired solely by the discovery that such a step would make room for a few petty placemen representing a political machine that apparently is doing its utmost to make itself as odious in the estimation of the public as possible. It does not follow by any means that a political appointee is *prima facie* dishonest; but in antagonizing the efforts of the St. Louis Merchants' Exchange to secure honest weight at all the scales weighing grain into that market the commission was so palpably inspired by political motives that the public has the right to complain that its peculiar interests have been treated by the commission with studied contempt.

However, the mischief has been done; and it must be confessed there seems to be no immediate remedy. No political placeholder ever dies, much less resigns; and as the legislature, like the public itself, is, in such matters, so constitutionally stupid that it is likely to ignore the suggestion that private supervision of the public weighing scales would be preferable to public supervision, the proposal to oust the politicians by repealing the law is not a hopeful one. The commission, if it be honest, should not object to supervision of its men, however, and as a last resort in an exceedingly aggravating piece of petty official interference the grain interests at East St. Louis ought to be supported by the trade in their attempt to secure private supervision as their protection

from a system that, whatever its theoretical value, can have primarily no interest in protecting the public against the slipshod methods of public appointees.

THE NATIONAL CONVENTION.

The Peoria Convention, so fully reported elsewhere, was not so well attended as was the Des Moines meeting. The reason is obvious: the railroads carried shippers and receivers alike free to Des Moines; this year they carried receivers only, giving occasion for the complaint of some hustlers that the Peoria meeting was a "receivers' convention" only.

From the point of view of the traveling man who hoped to find his customers there, the point was well taken; but this is a narrow view. The convention was in many respects a more satisfactory one than that of Des Moines. That meeting was originally only tentative in character. The National Association hitherto had been a name only; and if the Des Moines meeting proved epochal it was simply because the demands of the trade for a strong national association, which found its first real expression at Des Moines, forced also at that time a radical change of organization and the employment of a capable permanent secretary to do its work.

The Peoria meeting demonstrated in the most conclusive manner that this change of policy, which the AMERICAN ELEVATOR AND GRAIN TRADE so strongly urged for months previous to its adoption, and which, so far as the trade press is concerned, it stood alone in urging, has been an unqualified success, in spite of the initial handicap of the uncertainty of having sufficient funds to carry on its work and pay its executive officer, the secretary. That that gentleman has been able in one year to relieve himself of the worry of official pecuniary want and at the same time to do as much actual reform work as the secretary's report shows has been done, is evidence not alone of the wisdom of the reorganization effected at Des Moines and the election of Geo. A. Stibbens as secretary, but of the abiding conviction of the trade, made stronger by the year's work, that the Grain Dealers' National Association is a factor in the grain trade of the nation that must not hereafter be allowed to be less than paramount.

This fact could not have been made more clear if the attendance at Peoria had been seven thousand instead of an actual seven hundred.

THE TRADE IN THE SOUTHEAST.

Conditions in the grain trade of the Southeast have again come to a crisis; and it is apparent that if the trade is to continue with any reasonable sort of satisfaction to buyers and sellers alike, reform must come at once, since the present "manners and customs" there are intolerable. It is doubtless true, as Mr. C. D. Jones pointed out at Peoria, that there are complaints on both sides; but it is also a fact that there are too many men in the Southeast who are thoroughly satisfied with themselves as business men only when they have succeeded in swindling some one in the West. This is as true in the flour and meat trades as in grain, which is not unique by any means.

This fact only emphasizes the other fact that

the honest men in the trade, who are by far the more numerous element in it, need protection from their dishonest neighbors and sharpers in the West. As members, together with the western shippers into their territory, of the National Association, that protection is within their reach; and, bearing in mind the failure of the late Southern Grain Dealers' Association, one may say that such protection can be had only through the National Association.

The organization of a Southeastern Association will not be boy's play; but it can be accomplished if all parties interested in the purification and rehabilitation of the trade will co-operate with Mr. Jones of Memphis and the committee appointed at Peoria to assist him in that work. Lend a hand.

DUTY ON CANADIAN GRAIN.

There can be little doubt in the minds of readers of the department of "Communicated" in this number and of the address of J. L. McCaull at Peoria that the grain trade of the Northwest is deeply interested in the repeal of the duty on Canadian grain—giving that repeal preferably the form of a reciprocal trade arrangement with the Dominion. The strength of the arguments presented lies in the fact that they are the expressed opinions of experts and are wholly free from mere academic learning.

This Canadian wheat problem is a "condition, not a theory." It stands boldly confronting the trade, like a Theban Sphinx, with the riddle, what will you do with me? This riddle cannot be ignored; it is very real. In the letters and addresses referred to an answer is given, which is at least plausible. Who can offer a better one?

NEW ORLEANS INSPECTION.

Although the farce of a double-headed inspection system still obtains at New Orleans, and although many foreign exchanges still refuse to recognize the inspection certificates of the New Orleans Maritime Exchange, it appears from the September statements from that city that out of 2,501,106 bushels of grain cleared for export during that month the bulk was inspected by the Exchange, as was also the case with the grain exported during August.

This journal has no interest in the New Orleans situation except in so far as the grain trade is directly affected by it; but under the circumstances it must be confessed that the Exchange's inspection, supported as it is by both the shippers to New Orleans and by much the larger number of grain exporters through that out-port, ought to be cleared by New Orleans of the nominal stigma of irregularity for the benefit of the export trade, in which, as a port, the city is alone interested.

In our last issue appeared an article, "How to Splice a Four Strand Manila Rope," illustrated with seven half-tone cuts of unusual excellence. Through an inadvertence both article and cuts were not properly credited; that is, the credit was not given to the original, but to a secondary source. The article and cuts originally appeared in the "Little Blue Book on Rope Transmission," published by the American Manufacturing Co., 63-65 Wall street, New

York. We make this acknowledgment all the more willingly as the article in question is the most lucid we have ever seen. The omission of the credit was not intentional either on our part or that of those who supplied us the article.

JUDGE CHYTRAUS ON CORNERS.

Although Judge Chytraus's decision in the oats corner cases is likely to put an end to corners, if sustained by the Illinois Supreme Court, the decision will not be popular among business men. No decision that encourages disregard for contracts or the principle of "heads I win and tails you lose" can be. And stripped of all sophistries, the decision means just that. For from the very necessities of the case, when vast quantities of grain are sold, as they must be, in the midst of a pandemonium of noise and a confusion appalling to a novice, by a nod of the head, a manipulation of the fingers, or a gesture, the rules of the exchange must be the essential part of all contracts for the transfer of grain. A man, therefore, who is not ready to accept this condition of things, to "face the music" it means, has no place on the floor, and ought to transfer his business activities to a line of trading in which he can put his every contract to writing with deliberation and due ceremonial. Should Judge Chytraus's position be sustained on appeal, the sanctity of trading contracts on 'change will be gone, and the entire machinery of the public exchanges practically destroyed; because it will be impossible to do business upon their floors in the way business would have to be transacted there to fit the new conditions. Where the continuance of business depends on honor and scrupulous adherence to the letter and spirit of associational rules as the essential features of all contracts, any legal meddling means destruction; and the producers of the nation must be the final sufferers.

THE CHIEF INSPECTORS.

The published record of the proceedings of the Chief Grain Inspectors' National Association meeting at Peoria is immeasurably disproportionate to the actual labor of the members of the Association and its importance. Quite as many actual hours were given to their business as was given to that of the Grain Dealers' National Association; and there is a well founded suspicion that their work was more exhausting. Their purpose was to adopt definitions for the contract grades of grain that should be uniform in all markets; and it is betraying no confidence, one imagines, to say that the friction to be overcome before such definitions were finally adopted was more than considerable.

Yet these obstacles were overcome; and the definitions will be published in due season by the Association and be its second substantial contribution to the cause of uniform inspection, which the Association has already demonstrated is no impossibility, but a practical reform that may obtain whenever the trade rises to the height of demanding it.

The disinterested character of the chief inspectors' work and the honesty of their intentions is confirmed by the reelection of Mr. John O. Foering of Philadelphia to be president of

their Association. Himself no longer an official inspector, nor interested directly or indirectly in any inspection department or its work, yet having behind him an experience of a quarter of a century, with a reputation for professional accuracy unique in the records of inspectors, actuated only by ideal professional motives, Mr. Foering now occupies a position where his personal knowledge and experience, invaluable as it is to the inspectors themselves, is available to give that Association and its work weight and a claim upon the consideration of the grain trade that cannot be slighted or ignored. The inspectors, even more than the trade itself, appreciate the fact that the trade tendency is toward the uniform definition and inspection of the contract grades of grain; and that if the exchanges themselves do not cooperate with the chief inspectors to soon bring about such uniformity, the general government, acting through the Agricultural Department or the proposed Department of Commerce, and upon the advice and recommendation of the late Industrial Commission, will undoubtedly take the matter into its own hands.

DOING AWAY WITH MIDDLEMEN.

The attempts of farmers to "do away with middlemen" is perhaps a natural outgrowth of the familiar argument of trust promoters. But, granting that the principle of elimination of employes and managers by the trusts has been a successful one—which is far from being an established fact—it is needless to say that the "middleman" of the farmer mind does not stand in the same category of servants as the decapitated head of an absorbed manufacturing plant. In the handling of the farmer's products, be they of the grain field, the dairy, the stock farm or what not, the middleman is and always will be indispensable, because of the imperative necessity of having such products constantly under the eye of man from the moment they leave the farm until the consumer has them in charge. Their perishable nature forbids other disposition of it.

The farmers' efforts to "do away with middlemen" are, therefore, quite funny at times; and not the least funny of these manifestations is the newly incorporated "Farmers' National Co-Operative Exchange Company," capital \$50,000,000, South Dakota series. The announcement of this great company has been heralded from the Far West to the Atlantic coast—advertised beyond measure as the coming "farmers' trust." And when the other day the prospectus was issued from the home office in Chicago it was proclaimed in Chicago, Cincinnati, Boston and elsewhere that "the trust is in operation"; and many have been the conjectures as to what it would all amount to, Cincinnati reporters needing special assurances that the bottom of the commission grain business had not yet dropped out.

Hereabouts the issuance of the circular tended to relieve any anxiety that the appearance of the company might have created; for the publication of the fact that the company has Robert Lindbloom as president and H. H. Carr, the whilom "farmers' friend," as secretary was like turning the reflector of an electric light into a dark alley. The com-

pany is not going to do anything rash, the prospectus says—not just yet. "At present and for some time to come (sic) the machinery of the commercial exchanges must be utilized" and the principal officers "must be members of the exchanges," etc. "We also solicit orders for the purchase and sale of grain and provisions for present and future delivery," etc., etc.—just like other folks whom farmers call middlemen.

Isn't it nice? As an advertising scheme it is not unique or original. It remains to be seen how effective.

NATIONAL MUTUAL FIRE INSURANCE.

The mutual insurance resolution adopted at Peoria seems to require some explanation. It does not mean that the Grain Dealers' National Association has any objection to either the newly launched Grain Dealers' National Mutual Fire Insurance Company *per se* or to mutual fire insurance as a principle; but that in the view of the fathers of the resolution the National Association could not afford to give the company named its formal endorsement. This for the reason that it might antagonize the old line companies, whose insurance is absolutely necessary for the protection of the terminal elevator business, there being, at best, under present insurance conditions, not enough insurance to "go round," and for the further reason that many grain dealers and receivers who do not approve of mutual insurance as a principle, but who are or should be members of the National Association, should not be in any way committed as members of the Association to something they do not approve of, which is, as they consider, foreign to the main purpose of the National Association.

While there is some measure of strength to this argument, one is inclined to think the basis of the first named objection more imaginary than real. Wherever or whenever the old line insurance companies can find business satisfactory to themselves they will take it, without reference to the existence or non-existence of the mutuals. And while, too, it was fair to all the mutuals to single out none for special mark of approval, it seems asking a good deal of the new company, which has not laid any claims to being an official function of the National Association, to ask it to now change its name, to extinguish its identity at the outset, and to lose its present publicity and the cost of its printed materials by changing a name that in itself has after all no more similarity to that of the Grain Dealers' National Association, than has that of the Millers' National Insurance Company, to that of the Millers' National Association. No intelligent insurer is likely to be deceived now as to the real character or backing of either of these mutual insurance companies by their mere names.

And now Duluth is complaining that Minneapolis has the pull and by reason of a freight discrimination in its favor is able to overbid her wheat buyers and is getting the bulk of the competitive grain. But as many of the head-of-the-lakes buyers are also interested at the Twin Cities, the exclusive buyers of Duluth are somewhat lonesome in their discontent.

EDITORIAL MENTION

Des Moines—Peoria—Next?

Kansas City is respectfully invited to "come in out of the wet." Will she do it?

The Southeast now has a chance to be good and also to be happy. For particulars address C. D. Jones of Memphis.

This is the time to clean up for the winter if you have not already done so. It is easier to keep fire out of a clean house than a dirty one.

Jimmy Butler says his co-operative fake is a "great success" in Kansas; but Jimmy is still begging for more money. He needs it in his business, it would seem.

The Supreme court of Kansas has refused a rehearing to E. J. Smiley, found guilty of violating the state anti-trust law. Mr. Smiley will now appeal to the United States Supreme Court, where there is little reason to doubt his acquittal.

Members of the Hay Association have begun an agitation for a standard bale of hay. The standard bale would seem to be quite as essential as the standard grades; since everything that tends to simplify the trade and guarantee its weights and qualities would be in the way of permanent progress.

Shippers in the Canadian West are again agitating the suspension of the coasting laws in order that American ships may carry grain between two Canadian ports. Although the Minister of Railways seems to now favor this proposition, it was so violently thrown down a year ago that it requires courage to revive it now.

Dealers who receive orders for oats to go to Texas and the Southeast—and such a movement of grain has begun, even from Chicago, in spite of the fact that earlier in the season oats came northward freely from that country—should bear in mind that in case of doubt ample protection can be had by confining sales to association men.

Gasoline engines do not explode and gasoline in itself is not an explosive; but when gasoline gives off its vapors and this is mixed with the proper amount of air and a spark is applied—"up goes the meetin' house." So be careful of leaks from your gasoline receptacles. Keep your engine clean and its sparking apparatus in order, and you'll have no trouble from fire or a balky engine.

Zahm's circular makes a suggestion to buyers of seed that is worth repeating and remembering. In examining the farmers' seed use a pasteboard box cover of any color except white instead of the hand to test seed. First look at the seed; then shake it and again look at it. This method is incomparably better than taking the seed in the hand for disclosing the dirt or brown or foreign seeds the sample may con-

tain. All the experts at Toledo, Ohio, use the box cover and find it all right.

The German Reichstag has reached a deadlock on the tariff question. The government will not consent to an increase of duties, while the committee in charge of the bill insists on the increase or nothing. And there you are, with the agrarians "as sassy as sassy can be"—in Germany. Are the German farmers, like some of our American trusts, about to overreach themselves on this question?

The grain sack has cost the wheat growers of the Walla Walla valley alone about \$87,500 this season in order to get the grain to market. In Idaho a movement to force the handling of grain in bulk has begun. In that country the shipper "pays the freight," having no kindly elevator man to "hold the bag" for him as he does in some of the country further east not hard to identify. Hence this anxiety to get rid of the bag.

Apropos of the rumor that Kansas is about to burn corn for fuel, the "Railway and Engineering Review" suggests that, "The real facts are that the farmers have found that corn made up into briquettes of hoe-cake, corn dodgers, corn pone, Johnny cake, etc., makes the finest fuel in the world. Corn juice is also very heating. With corn at only fifty cents a bushel, eggs at twenty-four cents a dozen, etc., it is, of course, vastly cheaper to burn corn dodgers than to use soft coal at about ten cents a bushel."

The effort of the O. R. & N. Co. in Washington to freeze out a competing, or, at least, a rival, elevator at a station already having a going elevator was objected to by the Superior court at Pomeroy, which on a petition for mandamus directed the company to extend a switch 280 feet to the petitioner's warehouse, which had been refused such privilege. One cannot avoid admiring him who stands up for his friends; but, after all, a corporation, which is popularly said to have no soul, can hardly be expected to have friends.

John N. Faithorn of the Alton, as arbitrator, has decided that grain, grain products and hay from points north of the Ohio and west of the Mississippi to the Southeast are subject to the shrinkage arrangement adopted at New Orleans in February, 1899, which applies on continuous shipments, and that on shipments recognized in Louisville and Cincinnati a penalty of \$5 per car shall be charged. This was an arbitration between shippers and the roads, and the decision is final, although shippers regret that the weight of the decision falls on them.

A Pope & Eckhardt Co. circular bearing a September date said: "Some years ago a New England author gave to the public a popular work known as 'The Gates Ajar'; and that is what the September corn market gave a leading local dealer to-day." This may be a pungent way of confirming the rumor in Wall street that a certain notorious plunger shy on September corn was "about to offer on his contracts all his cash stuff, thus repaying some of the same coin that was pressed upon him when he was running the big squeeze in July corn, and

that he did deliver 150,000 bushels"; but such punning would excuse an assault and battery even in the corn pit.

The Territorial Grain Growers' Association of Manitoba proposes to solve their marketing difficulties by asking the Canadian government to build sufficient elevators "to meet the requirements of the West." If the government builds these as rapidly as it has built a public elevator at Montreal there will be considerable left-over or spoiled wheat in Manitoba before the West shall find these houses available.

The Minneapolis Chamber of Commerce has given the W. U. Telegraph Co. notice to "quit or git"; in other words, that it must stop supplying quotations to bucketshops or get off the floor. This is proper. This problem of supplying quotations to gamblers has been fought out at Chicago, and the company understands the law too well to expect any bluffs to go with men in dead earnest. Minneapolis has therefore only to keep control of its own backbone and to insist on its rights in order to control its own business in spite of the bluster its course is apt to excite in the telegraph office.

Clover seed at present prices runs into money mighty fast, and the opportunities for dropping one's roll handling it are quite unlimited. Naturally the question arising in the dealer's mind is, What shall I pay for it? Zahm & Co. of Toledo advise paying nothing for it without first submitting a sample, or else to watch the sales of low-grade seed and to "buy the different grades on the basis of the lowest of the range on each grade, first deducting freight and other charges and a handling margin." As low grades are always uncertain and as the stuff does not improve en route, the advice would seem to be sound.

The following from King & Co.'s circular of recent date is referred to the New Orleans Board of Trade, which doesn't believe in uniformity of grain grading: National uniform grades of grain "would be a great blessing to the trade. Take it out of politics, make it above reproach and the markets would all have increased trade. There would be much more spreading and hedging. Country dealers would take less chances and would pay the farmers better prices. Quotations of the different markets now are confusing because there is such a great variety of grades and standards."

The United States Circuit of Appeals has made the important decision that the expression "36-lb. clipped oats" is descriptive of quality and has nothing to do with the weight of a bushel of such oats. The point is made clear by the statement that the court was ruling on a claim brought by an army contractor against Richardson & Co., who had sold him "36-lb. clipped oats" to go to the Philippines. The contractor claimed 36 lbs. to be the measured bushel. This was, of course, contrary to usage; but the contractor was sustained in the lower court, nevertheless. The case discloses how easy it is for a court with the best intentions to make a serious blunder in a decision simply because it was unfamiliar with the technicalities of the trade dispute it was called on to arbitrate.

An arbitration committee of grain men would hardly make the same mistake.

The conference on agricultural statistics referred to in a recent number of this paper was held at Washington as announced, and occupied the attention of the conferees for the larger part of two weeks. No report has been published, however, and "until such report is formulated, passed upon by each member of the committee and transmitted to the National Board of Trade," says the editor of the Price Current, a member of the committee, "it can not be expected to be available to the public." To which he adds, "There is presumably no hurry in reaching such a point."

Both political parties in New York have embodied Erie canal planks in their platform; yet it must be admitted that the enthusiasm for canal enlargement is largely located in the city of New York, with an annex at Buffalo. Up state the farmers are by no means in sympathy, and at a recent meeting of the State Tax and Transportation Reform Association held at Albany a series of resolutions condemned the proposal to invest more state money in the canals and requested the legislature to spend the proposed eighty millions on roads. Evidently the Canal Improvement Association of the Greater New York has work ahead of it.

The National Association of Railroad and Warehouse Commissioners has at last decided to join the movement to induce Congress to give the Interstate Commerce Commission increased power, on the ground that the railways, either willing or unwilling, are "doing more than anything else to assist in building up industrial and commercial combinations." This is not a new discovery by any means; but it seems to have taken a long time for it to seep into the official mind. How much longer it will require to drive it inside the average congressman's head remains to be seen. Preferential rates to individuals or localities undoubtedly smother competition; but it would be unfair to say that all railways always bestow these vast benefits spontaneously upon either. Only general legislation can prevent them, however, by making the discrimination subject to heavy pecuniary penalties upon the roads and the responsible officials.

The annual expansion of the corn belt in the Northwest has been a noteworthy feature of the agricultural development of that part of the country hitherto devoted almost exclusively to wheat. The unpropitious season just ending may, perhaps, give corn a setback there for a time; but the object lesson of Iowa will not be lost nevertheless. Twenty-five years ago corn was considered a risky crop in the northern tiers of the countries of that state, where for many years past the farmers have been growing rich on the golden cereal. Although corn in the north of Iowa has this year been hit hard by frost and lack of sunshine, and a greater part of the crop will be saved only by feeding the soft and unmerchantable grain to stock, no one has entertained the thought of dropping corn culture in any part of Iowa. It will be so in Minnesota and the Dakotas.

The seed has become acclimated, and the very necessity in all successful farming of diversification will keep corn permanently on the list of the products of the Northwest.

Thus far the maltsters are the only handlers of grain, so far as we are aware, who have been directly injured by the great Pennsylvania coal strike. Malt cannot be kilned with soft coal, and in consequence the eastern malt houses are beginning to shut down for want of fuel for the kiln. Should this condition, daily growing more intolerable, continue much longer the effect on the barley market may be material. It is hard to conceive of the supply of malt liquors running shy, but stranger things than that have happened. No wave of alarm seems to have passed over the Peoria distilleries, however.

The decline of receipts of contract corn and the probable scarcity of that article in the future led to the inauguration of a movement on the Chicago Board to revise the grading of corn; in other words, to ask the inspection department to "be easy; and if you can be easy, be as easy as you can." Inspector Bidwill does not admit that he has been severe; and it is a fact that when one braces Mr. Bidwill on an inspection point he finds a man mighty well acquainted with his business and well armed with reasons to support his position. Moreover, Mr. Bidwill inclines to the theory, so it is said of him, that "the inspection standards must be kept up right along, year after year. There should be no difference in them in a poor crop year;" which is good theory. But when the stuff is poor, what's to be done with it? The inspector naturally wants to protect his export certificates; but something ought to be done to grade and handle the actual stuff coming in. Toledo has solved the problem in one way by making a supplementary or new contract grade of the kind of corn that seems to be coming to or likely to reach that market. Why can't other markets follow that lead and give this year's corn a chance?

As apprehended some time ago, the car of large capacity is threatening to become a tyrant unless some method can be devised by the railroad man to prevent it. It is reasonable to suppose that carloads of varying quantities of grain will be called for, and it is as unjust as it is unreasonable for the railroad to compel shippers to use maximum capacity cars when they may really need only those of the minimum capacity. But, as Baltimore shippers already complain, the roads ignore this palpable fact and upon request for a car are as likely to send a big one as a small one, or *vice versa*, requiring nevertheless that the shipper shall pay freight on the maximum capacity, whether he is able to load to that capacity or not. The railroads' position on this matter is wholly arbitrary and quite as unreasonable as would be that of a grocer who should insist on a customer taking a barrel of sugar when he needs only a dollar's worth, simply because sugar is packed in barrels. There is a demand for the big car in the through trade; but there is also a limit to the size of orders from the interior trade of the East and Southeast, and this condition should be recognized by the railroads which are called on to supply cars for it.

TRADE NOTES

William E. Bee, of Stephens, Adamson & Co., Aurora, Ill., has been granted a patent, No. 708,856, on a belt tightener.

J. B. Dutton, Detroit, Mich., recently sold eight of his Automatic Grain Scales for the American Cereal Co.'s plant at Peterboro, Ont.

From Tweedale & Harvey, 303 Dearborn street, Chicago, we have received a new descriptive circular of the Perfection Grain Drier, "a practical machine invented by practical men."

Gen. Geo. M. Moulton of Geo. M. Moulton & Co., grain elevator architects and builders, Chicago, has been re-elected grand master of the grand lodge of Illinois, A. F. and A. M. He is also adjutant general of the state of Illinois.

In their advertisement this month Sprout, Waldron & Co., of Muncy, Pa., publish a letter from a customer telling of the different kinds of trouble caused them by using the Monarch Attrition Mill. Other feed grinders would doubtless like to experience some of the same kind of "trouble."

The Burrell Mfg. Co. has completed the removal of its plant from Chicago to the new factory at Bradley, Ill. The new factory is advantageously situated on the Illinois Central and 3-I Railroad. A large amount of new machinery was added to their equipment and the force of men increased.

The Marseilles Manufacturing Company, Marseilles, Ill., is building an addition to the structure west of its office for the purpose of replacing a section that will be torn down to make room for the raceway extension. The work is being done at the expense of the Marseilles Water Power Company.

"American" Transmission Rope was put on the market in January, 1898, and its sales now amount to a million pounds a year. In a circular just received from The American Mfg. Co., 65 Wall street, New York, giving a partial list of users, we notice the names of many large elevators and mills, besides those of quite a number of our advertisers.

The Hall Distributor Co. of Omaha, Neb., have issued a circular with drawings which very graphically show a great saving in first cost of building an elevator, cupola and roof suited to their device. It claims that by adopting their plans, one not only makes a saving in cost, but at the same time actually increases the grain storage capacity of the elevators.

An ingenious card device, for displaying the colors of Dixon's Silica-Graphite Paint in such manner as will permit of an exact idea of each color, is being issued by the Joseph Dixon Crucible Company, Jersey City, N. J. The color chart carries with it suggestions as to the class of construction that can be protected with this paint, also instructions as to best methods of applying protective paint. The new color chart can be secured upon request.

A Little Blue Book on Rope Transmission is the title of a handsome production issued by the American Mfg. Co. of 63-65 Wall street, New York. This third edition is finely illustrated and is a valuable treatise on rope transmission, the different systems employed and comparisons with other methods of transmission now in use. The book is well worth asking for by anyone interested in the transmitting of power for any purpose, and especially in grain elevators, where long drives are frequently required.

Dodge Manufacturing Co. of Toronto, Canada, have completed their contract on time for American Cereal Co. of Peterboro, Ontario. The job consisted of eighteen carloads and several part-car shipments, and covered the entire equipment of power transmission machinery for the big cereal mill and elevator, as well as all of the grain handling machinery for the elevator, including improved trippers, power shovels, conveyors, etc. The Dodge

Split Friction Clutch was used throughout. This entire equipment was manufactured at the Dodge Company's new plant at Toronto, Canada.

Geo. M. Moulton & Co. of Chicago have been awarded the contract for the Redman-Magee Company's new 50,000-bushel elevator at Cairo, Ill. The elevator, which is to be largely a cleaning and transfer house, is to be completed by February 1.

Borden & Selleck Co., 48 and 50 Lake street, Chicago, report a large number of recent sales of Howe Scales and Engines to the grain trade. We mention a few concerns who have placed large orders for same: Northern Grain Co., Chicago; James & Adams, Ursa, Ill.; W. R. Taylor, Alden, Iowa; Lizenby & Blasser, Denham, Ind.; Nye & Schneider Co., Fremont, Neb.; Torpin Grain Co., Crowell, Neb.; Updike Grain Co., Omaha, Neb.; Younglove & Boggess Co., Mason City, Iowa; Terwilliger & Dwight, Sioux City, Iowa; Truax & Betts, Mitchell, S. D.; Ogilvie Milling Co. Winnipeg, Manitoba.

CALDWELL-BARR GRAIN PURIFIER PLANT AT EARL PARK, IND.

A delegation of grain men from the Chicago Board of Trade went to Earl Park, Ind., on the afternoon of October 11 to inspect the Caldwell-Barr Grain Purifier and Process for Purifying Grain. The Process, which is the invention of H. J. Caldwell and J. R. Barr of the Caldwell-Barr Grain Co. was shown in operation on oats and a practical demonstration given of its capability of purifying the grain without any heating whatever, leaving the oats clean and sweet on the completion of the operation. The necessary apparatus for purifying the grain was erected at the front end of the firm's elevator, and all the points to the process were explained thoroughly.

The delegation of grain men was also shown through the elevator of the Caldwell-Barr Grain Company and the outlying granaries. The plant complete is one of the most modern in Indiana. The elevator has a capacity of 100,000 bushels with the cribs and granaries, giving a storage of 400,000 bushels additional. As Benton county is the largest grain producing county in the state of Indiana the elevator has always been pushed to its utmost capacity.

The delegation was entertained while in the city by Mr. Caldwell, returning to Chicago in the evening.

Another delegation of cash grain men from the Board of Trade go down soon to witness a demonstration of corn and wheat, and the fact that the purifying is done without any heat has caused great interest among cash grain handlers, as it is claimed this was never before accomplished. The process can be used by elevators run by horse power, gasoline power, or steam engine.

Local grain dealers at Dallas, Texas, complain of the quality of the inspected oats sent them from Missouri, which they claim are more often "musty" than "sweet."

According to J. W. Leonard, general superintendent of the Canadian Pacific, this year's wheat crop is not being moved as rapidly as was last year's crop. He places the amount to be shipped over the Canadian Pacific at 60,000,000 bushels.

King & Co., Toledo, Ohio, report two "largest cars" of wheat during the past 30 days. The first reached Toledo on September 29, consigned to King & Co., and contained 1,853.20 bushels of No. 3 Soft. The other reached Williams Bros.' Co., millers at Kent, Ohio, about the same time. It was a Pennsylvania car containing 2,009 bushels.

The September wheat squeeze at Kansas City was a failure. The short line at one time reached a million and a quarter bushels; but the hospitals began making contract stuff so rapidly that the bulls weakened and settled; so that on September 30 only about 10,000 bushels were defaulted. The closing was 68 cents, compared with 95 cents at Chicago.

IN THE COURTS

A petition in bankruptcy has been filed against the Syracuse, N. Y., Stock and Grain Company of Syracuse, N. Y., which concern recently suspended business.

The Waukegan, Ill., plant of the bankrupt United States Starch Company was sold at receiver's sale September 15 to A. H. Kerstig for \$40,000. The factory has been on the market for the past year.

In the matter of the assignment of the St. Paul and Kansas City Grain Company the court has awarded \$15,000 to the Security Bank, \$10,000 to the Batavian Bank of La Crosse, Wis., and \$5,000 to Franklin L. Greenleaf. The affairs of the company have been in the courts for many months.

The Smith-Gambrill Company of Baltimore, Md., has commenced an action against Fred O. Paddock, James Hodge, Arthur L. Mills and the Union Railway Elevator Company, all of Toledo, Ohio, to recover \$1,362.35 damages for the loss of three carloads of oats alleged to have been destroyed at the time the elevator burned.

Bruce & Jamieson of Marseilles, Ill., have brought suit against J. M. Chappel of Wichita, Kan., to compel the latter to cancel a trust deed which was placed in his hands twenty years ago by Scott & Harrington, and which has since been paid. The object of the suit is to clear the title of Bruce & Jamieson to the elevator at Marseilles.

G. Peirano of San Jose, Cal., has filed an answer to the suit recently brought against him by W. D. Moody. The latter brought suit to recover \$1,000, alleged to be damages sustained in the purchase of seed wheat from the plaintiff in 1901. The answer is a general denial and sets up a counter claim of \$130.60 as balance due Peirano in the transaction which forms the basis of the suit.

Noble R. Bagley, administrator of the partnership estate of W. H. Harris & Co., a grain firm of St. Louis, Mo., filed suit September 18 in the Civil District Court at New Orleans, La., against the Missouri, Kansas and Texas Railway Company for \$32,699.55, with interest at the rate of 6 per cent from November 1, 1902, until paid. It is alleged that the defendant company failed to live up to a contract to transport a quantity of corn to Mexico at a certain price for the Harris firm.

Ulric King, trustee for creditors of the insolvent George H. Phillips Company of Chicago, has commenced suit against the Bank of Montreal to recover \$250,000 alleged to have been secured by the bank from the Phillips company after the latter became insolvent in August, 1901. The suit was commenced by the trustee under order of the court in which the bankruptcy case is pending. It is based on the bankruptcy law, which provides that money paid a creditor within three months prior to the failure of any concern may be recovered where it can be shown that the creditor had knowledge of the insolvent condition of the debtor. The plaintiff contends that after Phillips transferred his trades, August 1, the bank knew of his insolvency, which culminated in the bankruptcy proceedings of August 15, 1901. It is not denied that the money received by the bank was in payment of an actual debt owed it by Phillips. Although the Board of Trade firms with which the Phillips Company had trades were paid in full for their claims after the transfer of the trades to the McReynolds company, the money paid them cannot be recovered, according to Ringer, Wilhartz & Louer, attorneys for King. There will be no suits similar to that against the Bank of Montreal commenced against them.

Judge Chytraus has dissolved the injunction, issued August 26, restraining the directors of the Chicago Board of Trade from proceeding with the case of Charles McNeil against the Weare Commission Co. The Weare Company claims that Charles McNeil, who was their correspondent at Sioux City, conspired with Benjamin C. Jolly, their margin

clerk and head stock bookkeeper, to defraud the Weare Company by fraudulent deals in stocks. Jolly and McNeil was indicted on the above charges, on which, it is asserted, they obtained about \$30,000. Upon being indicted, McNeil wired Weare to transfer his trades, on which he had up \$32,000 as margins, to Ware & Leland. Weare, instead, went into the pits and sold the holdings, about 1,000,000 bushels, and kept the proceeds to cover their losses, as stated in the indictment. McNeil claims this is contrary to the rules of the board and that his deals should have been transferred to Ware & Leland and also that he should have been furnished with memorandum of all transactions. The injunction was issued to prevent the directors from trying the Weare Company on these grounds. In dissolving the injunction the court said: "The Board of Trade cannot be enjoined from hearing and acting in any matter involving the disciplining of its members by expulsion or suspension, and I dissolve the injunction as to the board and its officers. But as to McNeil and Jolly, the Weares are entitled to an accounting with them in court, if the Weares so choose."

CEREAL CLUB RESOLUTIONS.

At a special meeting of the Cereal Club at Des Moines, Iowa, on October 7, the following resolutions were unanimously adopted:

Whereas, The Des Moines Cereal Club was the recipient of special attention from the Chamber of Commerce of Peoria on the occasion of the seventh annual convention of the National Grain Dealers' Association; therefore, be it.

Resolved, That the personal thanks of all members of the Cereal Club be extended to the members of the Chamber of Commerce of the city of Peoria, with their assurance of a sincere appreciation of their unfailing courtesy, which has helped to make

Resolved, That a copy of these resolutions be mailed R. C. Grier, secretary Chamber of Commerce, with our request that the various committees be acquainted with this action.

Resolved, That the personal thanks of all members of this Club be extended to his honor, the mayor of the city of Peoria, W. F. Bryan, through whose hospitality we were permitted the use of the "Keys of the City," opening to our inspection the doors of the great distilling glucose, implement, iron and steel interests for which the city is famous.

Resolved, That a copy of these resolutions be mailed to the Hon. W. F. Bryan, with our request that his various committees be acquainted with our appreciation of their unwavering courtesy, through which the pleasure of our trip were greatly enhanced.

Resolved, That publication of these resolutions be arranged for in the daily press of Des Moines and Peoria, and also in the columns of the several grain trade journals.

M. T. RUSSELL, President.
E. D. HAMLIN, Secretary.

GRAIN GROWERS EXCITED.

The Territorial Grain Growers' Association of Manitoba, with headquarters at Indian Head, has assumed that the railways of Canada are to be blockaded with wheat this fall and winter, and has asked sub-associations to consider the question of putting a "capable farmer" at Winnipeg "to look after the interests of grain growers in the matter of distributing cars to shippers."

The government also will be asked to build "a sufficient number of terminals and interior government elevators to meet the requirements of the West" in order to "prevent as far as possible the annual crisis," etc.

The annual corn carnivals at Peoria, Ill., and Atchison, Kan., were held during the first week of October and as usual were very successful in attracting crowds of pleasure seekers.

At 50 cents and above per bushel at the farm, wheat has been going to Pacific Coast buyers in enormous quantities from Western Washington and Oregon. The sales are made, in solid lots, either by single growers or by pools. At Colfax sales by seventeen growers, in lots of 1,000 to 31,125 bushels, aggregated 193,260 bushels.

SHRINKAGE OF WHEAT.

While wheat, like other cereals, will absorb moisture and consequently increase its weight, observations of wheat in elevator storage in Michigan have led to the conclusion that the variation of weight of well cured wheat in Michigan does not amount to more than 5 per cent. At the New York station it has been found that air-dry grain of oats, barley and wheat placed in an absolutely dry atmosphere for eighteen days lost in weight 9.3, 7.8 and 6.2 per cent respectively. The loss at first was very rapid, but it became slower and slower toward the end of the test. On the other hand, results obtained experimentally lead to the belief that wheat cured in California, "in the field at harvest time, becomes nearly as dry as it would in an absolutely dry air and on transporting to a temperate climate may possibly increase 25 per cent, while a gain of 5 to 15 per cent may be looked for with almost absolute certainty."

DAMAGED GRAIN FOR STOCK.

Wallace's Farmer estimates that sprouted wheat, which is worthless to the miller, has at least one-half to two-thirds its sound value as feed for live stock, while bleached grain is worth nearly its entire value. A mixture of sprouted and bleached grain at current average prices is worth more than 40 cents per bushel on the farm as feed for hogs, calves or dairy stock.

Similarly the soft and chaffy corn of the crop will be valuable feed for all kinds of live stock. "It is, in fact," says the Farmer, "a better balanced ration

price, the result of a short corn crop, the largest amount of cash per head that we ever realized."

A FLAX ELEVATOR.

Our friends of the North Dakota Horse and Cattle Company of Rugby, N. D., send us but little information concerning their fine flax elevator shown in the accompanying engraving; but a glance at the smaller picture, a view of a flax cutting scene in



CUTTING FLAX IN PIERCE COUNTY, NORTH DAKOTA.

Pierce County, on the farm of Wm. P. Hubbard of Wheeling, W. Va., gives one an inkling of where the vast volume of flaxseed now pouring into such markets as Duluth and Minneapolis comes from. Far as the eye can reach, this one field is flax only—a typical field of many in the Northwest, where flax is grown on virgin soil to subdue it for wheat and other grain which are less enamoured of the wild land than flax.

THE RICE CROP.

Prof. S. A. Knapp of Lake Charles, La., the well known authority on rice, says on Sept. 14 that, now all reports of the crop are in, his estimate of the total has dropped from day to day until he believes the crop of 1902 will fall considerably below that of 1901. He says he would not be surprised if the total did not exceed 3,000,000 barrels; and that while some particularly fine rice will be offered, the

quality of the crop, like its quantity, will be under that of 1901.

A buyer at Angus, Minn., is taking wild mustard seed at \$1 per hundredweight.

Many Manitoba farmers find it difficult to thrash their grain owing to lack of men.

The fourth annual corn palace exposition took place at Mitchell, S. D., September 29 to October 8.

The farmers of North Idaho have begun a movement to force the shipping of grain without sacking.

Mexico's wheat and corn crops are so short that the republic will be required to import, as was necessary last crop year.

There is talk at New Haven, Conn., of a combination of dairy men and farmers to buy grain and feed direct from the West.

South Dakota and Northern Iowa stockmen are importing feeders freely to work up the large quantity of soft corn in that section.

Northwestern farmers, as reported from Wheatland, N. D., have again begun to complain that the Minnesota terminal inspection is too severe.

The first new wheat to arrive at Port Arthur over the new Canadian Northern Railway system came in on September 12 from the Baldun district.

In the hope of relieving the congestion at Minneapolis, the State Railroad Commission has directed its grain inspectors to work every Sunday until the situation is easier.

The State Grain Commission of Washington adopted for this season substantially the same grades and standard samples of grain as obtained in the state during last season.

Col. A. J. Puffer, said to have been the first man to plant wheat on the barren (?) of Washtucna country, died at Walla Walla in September. That country now grows from 25 to 50 bushels per acre.

The largest carload of wheat ever received in Minneapolis arrived on September 26 over the Great Northern to the Electric Steel Elevator. The amount of wheat was 1,677 bushels and 40 pounds.

Secretary F. D. Coburn of the Kansas Department of Agriculture has issued another of his famous monographs, entitled "Polled Cattle," a presentation of the claims of the herds of hornless cattle. It is exhaustive, of course.

Three yellow corn is now contract grade at Toledo. That is, commencing with October 1, all contracts for future delivery will be upon the basis of three yellow unless otherwise specified. It will still be possible to trade in two mixed for future delivery if the dealers so prefer and specify. The change is made because a larger part of the receipts and trade is in three yellow.—Zahm's Circular.



ELEVATOR OF NORTH DAKOTA HORSE & CATTLE CO. AT RUGBY, N. D.

than sound corn, although it will not go nearly so far as sound corn, acre for acre. To put our thought clearly, we believe that fifty-six pounds of this soft corn, when it is dry, will produce more grain than fifty-six pounds of sound corn of equal dryness when fed to any kind of young stock. The best gains per day that we were ever able to make on hogs was made on just this kind of corn. We did not get a large amount of pork per acre, but we had the thriftiest, healthiest lot of hogs, three or four lots, in fact, and on different farms, that we ever owned, and yielding us, on account of the high

The volume of the seed accounts for the numerous elevators which handle this crop only. The elevator of our engraving is one of the best of all such houses in North Dakota.

Tacoma's grain exports for 1901-02 were 15,753,730 bushels, against 10,530,700 bushels in 1900-01. The oats exports increased from 17,000 bushels in 1900-01 to 1,295,000 bushels in 1901-02; and of wheat from 10,191,700 bushels in 1900-01 to 14,148,320 bushels in 1901-02. Barley shows a slight decline.

"OATS CORNER" INJUNCTIONS SUSTAINED.

Just what part the injunction will play in future Board of Trade transactions will of course be determined by courts of last resort, but the action of Judge Chytraus, of the Superior Court of Cook County, sustaining the injunction in the case of Waite, Thorburn & Co. against the Chicago Board of Trade et al, has aroused more comment than any court decision for some years.

While the opinion is based directly upon one case, that of Waite, Thorburn & Co. against the Chicago Board of Trade, the Bank of Montreal and the various officers and members of the Board of Trade, against which trades were pending during the Pat-ten oats corner, settlement day for which was July 31, it decides forty cases in injunction suits instituted by Pratt, Buckley & Co., H. C. Avery & Co. and J. Henry Norton & Co. against the same defendants. The decision, which was rendered September 13, is in part as follows:

The court understands, from statements of counsel, that the cases in respect to some minor points which, according to the view the court may take of some principal points, may or may not be decisive, are divisible into five classes, namely:

(1) The case entitled as above commenced on July 30, being the only case commenced before the time for delivery had expired. (2) Twenty-three other cases by the same complainants against various defendants. (3) Ten cases by Pratt & Buckley against various defendants. (4) Six cases by H. C. Avery & Co. against various defendants. (5) One case by J. Henry Norton against Lamson Brothers & Co. The condition of the pleadings in the different cases varies. Some cases stand upon bill and answer, some upon demurrer and some have answers by some defendants and demurrers by others, while in still other cases some defendants are not yet in court.

Much stress was laid by counsel for the board in the argument upon the meaning of section 4 and upon the power derived from the state thereunder. This section says: "The said corporation is hereby authorized to establish such rules, regulations and by-laws for the management of their business and the mode in which it shall be transacted as they may think proper."

The Board of Trade is a corporation not for pecuniary profit or of the class sometimes termed voluntary associations.

The commercial interests of our community are greatly benefited by this institution. The benefits and advantages that accrue to Chicago from the existence here of the Board of Trade are probably beyond estimation. A membership therein is desirable and valuable. As a corporation not for pecuniary profit it possesses governmental and disciplinary powers over its members that are not possessed by stock corporations where money or property rights are directly involved. These disciplinary powers are essential to the very existence of these voluntary associations.

The general power to pass upon the right of property in these margins, as claimed for the committee of three, is a judicial power. Judicial power—adjudicating upon rights of property between man and man—is a sovereign governmental power, in this country inherent in the people only.

The power can never be considered to have been delegated or confined by dubious implication. The ordinary courts of justice, constituting one of the branches of our government, ought not to be and will not submit to being excluded or ousted of jurisdiction by intendment.

Individuals have in this state and in this country an inherent right, when they deem themselves aggrieved in regard to their property, to apply for relief to and be heard in the established courts of justice. Special courts cannot be created for the trial of the rights and obligations of particular parties.

The charter here involved cannot be said to have conferred upon the Board of Trade or upon the committee of three powers in their nature to any extent judicial over private property or money unlimited in amount.

Our supreme court has long since held and many times affirmed that in matters of disciplining its members the Board of Trade, by its committees or otherwise, when following its rules, is the sole tribunal.

A voluntary association may discipline its members by suspension or exclusion. In the case at bar there is no question of discipline involved. For all that this or any other court can or will do the complainants, if such rules permit, may all be expelled or suspended to-day or to-morrow.

The complainants by the filing of their bill resist any action by the committee, deny its power to decide and, so far as they can, repudiate any agreement they may be under to permit it to act.

Should the complainants' contention be entertained?

The amount now involved is of itself sufficient to make the case one of great importance, aside from the power involved to pass in the future upon millions.

The masterly ingenuity of the plan contrived to prevent appeal to the common law courts of the state commands our admiration. The loser at law can only sue to get his money back. Even that remedy is abridged. For it is possible for him to

do even that only after he has an award or adjudication against him by this Board of Trade committee or tribunal. Such loser has but the alternatives of appearing before it or not appearing before it.

Should he not appear (his opponent appearing with his evidence, which, at the option of the committee, might be primary, secondary, or hearsay, certainly unsanctified by any oath, for the law of this state authorizes no oath before that committee) there would, of course, be a decision against him.

After he has appeared with his evidence the courts of common law would hold it to be a common law voluntary submission, arbitration and award.

Upon common law principles the awards under such submission (the body's own rules having been followed) are conclusive. The award cannot be impeached on the ground of being against the evidence. Suit may even be brought and recovery had upon such awards, and they constitute a good defense at law by way of plea. No authority other than Ryan vs. Cudahy need be cited.

As a further reason of public policy for not permitting the courts to be excluded by the agreement of parties it may be urged that society, the community at large, is interested that all controversies be settled according to fixed, definite, general and well understood principles of law and procedure as universal as possible and not according to various local, sectional and exceptional rules and principles promulgated and recognized as supreme by various bodies within the commonwealth.

Counsel were then directed to prepare the requisite orders in the cases tried.

While the decision only continues in force the injunctions until the final hearing of the cases, the immediate effect was to restrain the Bank of Montreal from paying out some \$450,000 deposited by petitioners as margins. Under the rules of the board, the "marginal certificates" issued by the banks on these deposits are payable when signed by the depositor or the president of the Board of Trade, after an adjudication of the contracts of sale by a committee of the board.

ELEVATOR RULES AT ST. LOUIS.

The St. Louis Merchants' Exchange has promulgated rules governing the elevators made "regular" by that exchange. These are substantially the same as obtain in other exchanges on the same subject. The first nine of the ten rules are epitomized by The Commercial West as follows:

It is required that "regular" warehouses and elevators be provided with necessary appliances for the convenient and expeditious handling and shipping of grain in bulk. Daily statements of grain, the kind, etc., on hand at 5 p. m. daily, are required to be sent to the secretary of the exchange each morning, and a detailed statement is required each Monday morning of the amount of each kind and grade of grain in store. Written notice is required of any damage to grain held in store, and the proprietors are required to extend every facility to any duly authorized committee appointed by the directors of the exchange for the examination of their books and records, and such committee is authorized to employ experts to determine the quality of grain in the elevators and to compare the books and records of the elevators or warehouses with the records of the state relating to the same.

Receipts issued by "regular" elevators are to be regular delivery on contracts under the rules of the exchange, so long as such houses continue "regular," but the board reserves the right, after due notice and opportunity for a hearing, to declare any elevator or warehouse receipts thereof irregular at any time for violation or non-compliance with the laws or regulations and requirements of the board in relation thereto. The board also reserves the right, in order to maintain uniform grades, to appoint a committee to examine all grain tendered on receipts, such committee to report its decision to the board. For the convenience of such committee the proprietors are required, when called upon, to furnish samples as requested. They are also required to submit any differences which may arise between them and members of the exchange to a committee to be appointed in each instance by the board, and to abide by such committee's decision. The rules specify how members shall make application for such committee and they also will be required to abide by the committee's decision when rendered.

The rules also cover provisions for inspection, the receipt of grain, cleaning, airing, mixing, etc., and for storing grain in special bins when desired. "No grain shall be delivered from a regular elevator or warehouse unless it be inspected by a duly authorized inspector and found to be of grade called for by receipt presented for such delivery," is a paragraph of one section.

ON THE MIXING OF GRAIN.

Rule 10, covering the important matter of mixing grain in public, or "regular," elevators, being a very important one may be quoted in full as follows:

The proprietors or managers of such elevators or warehouses shall not mix any grain of different grades together, nor select or mix different qualities of the same grade for the purpose of storing or delivering the same; nor shall they deliver or attempt to deliver grain of one grade for grain of another grade, nor in any way tamper with grain while in

a public elevator or warehouse in their possession or custody, nor permit the same to be done by others, with a view or result of profit to any one; and in no case shall grain of different grades, either upon the general stock or from special bins, be mixed together while in store or control of such private elevator or warehouse men; provided, that the provisions of this section shall not apply to grain in such elevators or warehouses belonging to the owner, lessee or manager thereof; and provided, further, that any public elevator or warehouse men shall on the written request of the owner of any grain stored in special bin, upon the production of the receipt thereof, and the indorsement of such written request on such receipts, be required to dry, clean or otherwise change the condition or value of any such lot of grain and said elevator or warehouse men shall then issue a new receipt correctly describing the amount and grade of such grain.

Whenever it may be necessary in order to preserve the condition of any bin, or lot of grain, belonging to any person, stored in a public elevator or warehouse, to run said grain through machinery to air, clean or otherwise improve its condition, and it is so desired by the owner, this shall be done, but in such manner as will insure the contents of each bin or lot intact and of the same grade as when stored; but this shall not be done except under the supervision of an authorized inspector.

OBITUARY

Henry I. Deal, for a number of years in the grain business at Stanford, Ill., is reported to have died recently at Guthrie, Okla. Mr. Deal was about 85 years old and is survived by two children.

George F. Wohlgamuth, of Treaty, Ind., died September 5, aged 70 years. He was engaged in the grain and implement trade and was one of the best known residents in the county. The immediate cause of death was a stroke of paralysis.

N. M. Musley, a well known Chicago grain dealer, died at his home, Jackson boulevard and California avenue, September 15 after a short illness. Mr. Musley was a member of the Open Board and was prominent in various secret societies.

Benjamin F. Rea, a former grain dealer, died at his residence in Bentonville, Ind., September 22, from the effects of a tumor. Mr. Rea was formerly in the grain business at Falmouth, Ind., and later removed to Bentonville, where he engaged in the same line. Two years ago he was elected trustee of Posey township and gave up his grain business. Mr. Rea leaves a widow and four children.

Nathan I. Gorsuch, formerly a grain and flour dealer of Westminster, Md., died in his home in that city September 21. Mr. Gorsuch was born near Bird Hill, Md., in 1820 and early in his career was engaged in the tailoring business. Twenty years ago he and his son, Chas. C. Gorsuch, formed a partnership under the firm name of N. I. Gorsuch & Son and engaged in the grain, feed and grocery business, later adding a roller flour mill to their enterprise. Mr. Gorsuch was twice married and is survived by two children. Mr. Gorsuch was appointed postmaster in 1865 and held that office for some years.

Carl C. Moeller, head of the grain commission firm of C. C. Moeller & Co., and one of the oldest members of the Chicago Board of Trade, died October 5, aged 63 years, as a result of a stroke of paralysis sustained about a month previous. Mr. Moeller was a native of Germany, having been born at Nordhausen in 1839. He located in Chicago in 1861 and a year later became a member of the Board of Trade, founding the house of which he had since been the head. Mr. Moeller's wife died sixteen years ago. There were no children, the nearest living relatives being two brothers who are officers in the German army.

John M. Cronenberg, a member of the Toledo Produce Exchange, died October 5. The immediate cause of his death was Bright's disease. He has been sick for the past two or three years, but only within the past six weeks has he been confined to his bed. Mr. Cronenberg was born in Erie, Pa., on August 21, 1856. He removed to Toledo at the age of 36 years and for five years was manager for the Western Union Telegraph Co. For the past 15 years he had been engaged in the brokerage business. At the meeting of the members of the Toledo Produce Exchange, October 6, the following resolution on his death was adopted: "For the first time in over a year death has entered our membership and John M. Cronenberg has passed away. For several weeks he has been confined to his home and his demise occurred yesterday morning. He was always of a bright and sociable nature, and he had endeared himself to a large circle of acquaintances, where he will be sadly missed; Resolved, That the sympathy of our exchange be extended to the family; that the members attend the funeral in a body, and that we do adjourn."

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, Oct. 11, 1902, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oat, bu.	Rye, bu.	Barley, bu.
Baltimore	718,000	9,000	449,000	138,000	.....
Boston	735,000	7,000	153,000	.....	.....
Buffalo	983,000	360,000	303,000	22,000	270,000
do. afloat .....	.....	.....	.....	.....	.....
Chicago	5,310,000	1,005,000	2,081,000	248,000	.....
do. afloat .....	.....	.....	.....	.....	.....
Detroit	421,000	1,000	188,000	80,000	9,000
do. afloat .....	.....	.....	.....	.....	.....
Duluth	1,385,000	1,000	124,000	98,000	1,123,000
do. afloat .....	.....	.....	.....	.....	.....
Port Williams	1,306,000	.....	.....	.....	.....
do. afloat .....	.....	.....	.....	.....	.....
Galveston	877,000	.....	.....	.....	.....
do. afloat .....	.....	.....	.....	.....	.....
Indianapolis	476,000	37,000	18,000	2,000	.....
Kansas City	1,265,000	2,000	30,000	.....	.....
Minneapolis	80,000	16,000	83,000	17,000	183,000
do. afloat .....	.....	.....	.....	.....	.....
Minneapolis	1,350,000	3,000	1,018,000	62,000	367,000
Montreal	100,000	26,000	206,000	14,000	14,000
New Orleans	610,000	.....	.....	.....	.....
do. afloat .....	.....	.....	.....	.....	.....
New York	1,185,000	116,000	1,407,000	6,000	3,000
do. afloat .....	.....	.....	.....	.....	.....
Peoria	773,000	46,000	159,000	59,000	.....
Philadelphia	549,000	1,000	180,000	15,000	.....
Port Arthur	170,000	.....	.....	.....	.....
do. afloat .....	.....	.....	.....	.....	.....
St. Louis	3,868,000	12,000	42,000	54,000	.....
do. afloat .....	.....	.....	.....	.....	.....
Toledo	1,178,000	118,000	1,183,000	62,000	1,000
do. afloat .....	.....	.....	.....	.....	.....
Toronto	31,000	.....	.....	.....	.....
On Canal	508,000	123,000	272,000	114,000	313,000
On Lakes	2,026,000	658,000	140,000	98,000	518,000
On Miss. Riv. r.	207,000	.....	.....	.....	.....
Grand Total	26,111,000	2,541,000	8,336,000	1,089,000	2,831,000
Corresponding date 1901	38,208,000	13,414,000	7,769,000	1,788,000	2,036,000
Weekly Inc.	487,000	.....	.....	.....	65,000
Weekly Dec. ....	.....	531,000	8,000	65,000	.....

WHEAT RECEIPTS AT PRIMARY MARKETS.

The wheat receipts at eight primary markets, during the 14 weeks ending Oct. 6, for the last two years, according to the Cincinnati Price Current, were as follows:

	1902.	1901.
St. Louis	16,712,000	11,661,000
Toledo	9,129,000	4,808,000
Detroit	1,381,000	956,000
Kansas City	12,464,000	12,329,000
Winter	39,686,000	29,754,000
Chicago	18,308,000	23,571,000
Milwaukee	1,725,000	2,407,000
Minneapolis	19,390,000	23,987,000
Duluth	11,552,000	15,615,000
Spring	50,975,000	65,580,000
Total bus., 14 weeks	90,661,000	95,334,000

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending Oct. 11, has been as follows:

SEPTEMBER	NO. 2* R.W. WHT		NO. 1* SP. WHT		CORN, NO. 2		ST. OATS.		NO. 2 RYE.		NO. N. W. FLAXSEED	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
12	73½	74½	76	77	60½	62½	36	37½	.....	.....	1.38	1.38
13	72½	73½	75	76	60½	62	34½	31½	51	52	1.38	1.38
14 .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
15	72½	73½	75	76½	59	59	34	34	50	51	.....	.....
16	72½	73½	75	76	58½	59	34	34	.....	.....	1.35	1.35
17	72½	73	75	76	58½	58½	33	34½	50½	50½	1.35	1.35
18	72	72½	74½	75½	58½	58½	32½	35½	50	50	.....	.....
19	72½	74	77½	77½	58½	59	32½	32½	50	50	1.36	1.36
20	73½	75½	77½	78½	59½	59½	33½	36	51	51	1.36	1.36
21 .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
22	75	78	75½	80	60½	61	32½	32½	50½	50½	1.35	1.35
23	78	85	79	85	61½	61½	33½	33½	.....	.....	1.33	1.33
24	78	82½	78	82½	62	62½	34½	35	51	51	1.32	1.32
25	80	84½	80	84½	61½	62½	34½	34½	51	51	1.30	1.30
26	81	87	81	87	60½	60½	34½	34½	.....	.....	1.28	1.28
27	86	87	86	87	60½	60½	32½	32½	.....	.....	1.30	1.30
28 .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
29	86½	88	86½	88	58	58	32½	32½	50	50	.....	.....
30 .....	.....	.....	.....	.....	57½	58	31½	32	49½	49½	1.25½	1.25½
31 .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Oct. —	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
1	69	70	72½	73	60	60	32	32	50	50	1.25½	1.25½
2	68½	69	74	74½	61	61	34	35	50	50	.....	.....
3	68½	69½	73	73½	60½	61½	.....	.....	48	48	.....	.....
4	69	69½	73	75	62	62	35	35½	49	50	.....	.....
5 .....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
6	68½	69½	74½	75	60½	60½	35½	35½	.....	.....	1.27	1.27
7	67½	68½	71½	74½	60	60	35	35	49½	49½	1.26	1.26
8	67½	68½	70½	75	59	59	34½	34½	50½	50½	.....	.....
9	70½	72	71½	75	57½	57½	35	37	48½	50	1.25½	1.25½
10	71	71	71	74	58½	60	31½	31½	49½	50	1.26	1.26
11	71½	72	70½	74	58	59½	32	33½	49½	50	1.26	1.26

*Nominal price.

During the week ending September 19 prime contract timothy seed sold at \$3.90@4.60 per cental; prime contract clover seed at \$8.90@9.00.

During the week ending September 26, prime contract timothy seed sold at \$3.75@3.90 per cental; prime contract clover seed at \$8.90@9.50.

During the week ending October 3, prime contract timothy seed sold at \$3.60@3.75 per cental; prime

contract clover seed at \$9.25@10.00; buckwheat at \$1.50@1.75 per 100 pounds.

During the week ending October 10, prime contract timothy seed sold at \$3.65@4.05 per cental; prime contract clover seed at \$10.00@10.60 per cental, and buckwheat at \$1.50 per hundred.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of September, 1902.

BALTIMORE—Reported by Wm. F. Whalley, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	1,206,152	2,705,715	1,157,343	2,124,094
Corn, bushels	133,898	317,355	3,960	28,673
Oats, bushels	530,668	308,475	050	8
Barley, bushels .....	.....	.....	.....	.....
Rye, bushels	430,515	197,353	111,538	85,539
Timothy Seed, bus.	32,140	16,720	.....	97
Clover Seed, bus.	777	2,316	.....	.....
Hay, tons	6,385	5,275	1,829	2,349
Flour, bbls.	483,272	488,810	309,165	280,878

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	1,622,177	.....	1,091,718	.....
Corn, bushels	68,756	.....	8,627	.....
Oats, bushels	1,164,412	.....	200,674	.....
Barley, bushels	900	.....	.....	.....
Rye, bushels	1,658	.....	.....	.....
Hay, tons	16,000	.....	681	.....
Flour, bbls.	177,877	.....	97,684	.....

BUFFALO—Reported by F. Howard Mason, secretary of the Merchants Exchange. Shipments by canal only.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	6,968,341	8,177,056	7,307,973	5,219,963
Corn, bushels	2,390,492	4,285,487	668,123	2,225,826
Oats, bushels	1,514,401	2,122,956	1,303,631	3,622,119
Barley, bushels	669,768	1,447,881	702,903	593,778
Rye, bushels	423,757	50,000	360,233	331,561
Other Grass Seed, bu.	12,885	9,860	.....	.....
Flax Seed, bushels	620,000	568,100	.....	.....
Flour, bbls.	1,637,374	1,376,607	.....	.....

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	6,013,324	7,716,898	3,535,073	5,184,508
Corn, bushels	6,061,025	8,317,993	4,295,616	7,655,308
Oats, bushels	10,124,691	6,219,599	5,232,454	4,005,918
Barley, bushels	1,889,777	2,465,405	240,212	490,427
Rye, bushels	555,333	308,891	261,717	13,035
Timothy Seed, lbs.	14,906,715	7,330,135	11,047,211	7,548,999
Clover Seed, lbs.	658,008	414,241	214,656	608,814
Other Grass Seed, lbs.	1,127,168	1,385,194	599,588	1,330,264
Flax Seed, bushels	453,042	432,954	239,842	256,978
Broom Corn, lbs.	2,365,200	2,719,060	1,167,060	1,843,648
Hay, tons	12,576	20,516	529	1,312
Flour, bbls.	509,251	766,773	392,150	499,482

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	187,275	94,643	49,271	48,158
Corn, bushels	355,987	301,792	112,140	218,692
Oats, bushels	622,596	360,773	258,943	143,906
Barley, bushels	23,830	158,356	207	4,176
Rye, bushels	58,549	72,607	11,932	30,305
Timothy Seed, bags	26,660	13,697	17,146	9,699
Clover Seed, bags	3,992	3,390	2,817	3,650
Other Grass Seed, bags ..	9,464	16,706	9,118	8,709
Hay, tons	9,892	17,231	3,459	8,674
Flour, bbls.	207,710	262,975	167,440	187,377

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels	476,733	243,776	105,886	70,388
Corn, bushels	194,756	109,026	33,958	50,190
Oats, bushels	716,831	479,755	208,373	189,998
Barley, bushels	121,048	123,300	6,382	.....
Rye, bushels	262,128	187,607	166,147	140,929
Flour, bbls.	39,300	30,550	29,800	20,200

DULUTH—Reported by S. A. Kemp, secretary of the Board of Trade.

Wheat, bushels	9,013,562	11,435,775	7,156,767	6,980,951
Corn, bushels		60,839		63,838
Oats, bushels	466,574	169,140	124,085	74,747
Barley, bushels	1,304,351	974,496	479,968	635,966
Rye, bushels	260,015	215,642	135,701	60,489
Flax Seed, bushels	1,672,400	709,628	1,286,910	655,499
Flour, bbls	765,330	710,670	743,620	723,211

ELEVATOR AND GRAIN NEWS

IOWA.

Bartlett, Iowa, has a new elevator about completed.

The Anchor Elevator at Riceville, Iowa, has been enlarged.

Rasmus Hemerson is now buying grain at Rutland, Iowa.

The new elevator at Coxville, Iowa, is about ready for business.

The new elevator at Olaf, Iowa, is about ready for business.

Hunter & McBride are building an elevator at Hamburg, Iowa.

Counselman & Co. are erecting an elevator at Gilmore City, Iowa.

E. G. Simpson, Burdette, Iowa, completed his new elevator last month.

W. B. Agnew of Fairbank, Iowa, has completed an elevator at Glasgow.

The Northern Grain Company has a new elevator at Belle Plaine, Iowa.

The Des Moines Elevator Co. are building an elevator at Avoca, Iowa.

C. P. Kintz, Collins, Iowa, has sold his elevator to the Neola Grain Company.

The Atlas Grain Co. completed an elevator at Struble, Iowa, last month.

Culbertson & Son completed their new elevator at Carroll, Iowa, last month.

E. G. Simpson's elevator at Popejoy, Iowa, has been overhauled and improved.

The Wallingford Elevator Co., Wallingford, Iowa, is reported to have suspended.

The Des Moines Elevator Co. will rebuild their burned elevator at Anita, Iowa.

Rohlk & Arp have purchased the Western Elevator Co.'s elevator at Oelwein, Iowa.

Cballman & Lease have purchased from H. V. and T. Slutz the elevator at Galva, Iowa.

L. W. Dammann continues the grain business of Smith & Dammann at Bennett, Iowa.

The Farmers' Elevator Co. are now doing business in their new elevator at Gowrie, Iowa.

The Peavey Elevator Co. completed a 45,000-bushel elevator at Berkley, Iowa, last month.

Crystal Lake, Iowa, claims to have done a very large business in shipping grain this fall.

A. B. Roberts & Son are successors to the grain business of Roberts Bros. at Paton, Iowa.

Thos. Patton, Primghar, Iowa, is putting in a No. 7 brush and special air Clipper Cleaner.

G. H. Richardson has sold his interest in the elevator at Belmond, Iowa, to T. B. Kaufman.

A fine new elevator was completed last month at Luton, Iowa. It is located on the Milwaukee Railway.

Richardson & Co. of Chicago contemplate the erection of a 50,000-bushel elevator at Fort Madison, Iowa.

The R. W. Taylor Grain Company of Runnels, Iowa, is building a 20,000-bushel elevator at Harvey, Iowa.

D. J. Jenks of Coon Rapids has purchased and taken possession of J. A. Ogle's elevator at Williamsburg, Iowa.

The Wells-Hord Grain Company have installed an Improved Hall Distributor in their elevator at Norway, Iowa.

The Anchor Grain Company has completed an elevator at Aurora, Iowa, and S. R. Berryman is in charge as buyer.

J. W. Lamb has disposed of his interest in the grain firm of Kemmerer & Lamb at Independence, Iowa, and other points.

The grain firm of Kruse & Dunn, Armstrong, Iowa, has been dissolved. The elevator at Swea City has been taken by Mr. Kruse; B. J. Dunn re-

tains the one at Armstrong, while the one at Walters, Minn., has been sold.

L. N. Loomis has completed a nice elevator at Garner, Iowa. H. V. Reed is his local manager.

The Northern Grain Company will erect at Toledo, Iowa, an elevator 60x48 feet and a warehouse for feed, etc., 24x48 feet.

The Wells-Hord Grain Co. have made improvements on their elevator at Sioux Rapids, Iowa, and put in a new gasoline engine.

The two new elevators built by Younglove & Boggess Co., for parties at Lake City, Iowa, will be equipped with Improved Hall Distributors.

Gilchrist & Co., McGregor, Iowa, are installing another No. 7 Clipper Cleaner, this being the third machine of the kind they have added to their equipment this season.

The Union Mill Company, Waterloo, Iowa, have purchased additional land near their elevator to give them better facilities for switching and unloading grain cars.

A. E. Moerke has sold his elevator business at Spencer, Iowa, to A. G. Anderson, who for a number of years has been employed by the Spencer Grain Co. Mr. Moerke has since been reported as having filed a petition in bankruptcy.

ILLINOIS.

The new elevator at Tomlinson, Ill., is completed.

Gould Bros. are building a new grain elevator at Duvall, Ill.

G. W. Voris is building a new grain elevator at Herrick, Ill.

E. F. Verry is completing his new elevator at Armington, Ill.

An elevator will be erected at Lerna, Coles County, Ill., this fall.

Daly Bros. are building an addition to their elevator at Philo, Ill.

It is reported that Henry White will build a new elevator at Warsaw, Ill.

H. J. Sternberg, Crete, Ill., has installed a gasoline engine in his elevator.

The Pope Glucose Factory at Granite City, Ill., is reported to have started up.

The Warsaw Milling Co. have completed their new elevator at Warsaw, Ill.

H. Bokhoff & Graham Bros. have purchased the grain elevator at Durand, Ill.

A Mrs. Shepherd of Birkbeck, Ill., has let the contract for the erection of an elevator.

M. C. Wharfield has purchased the elevator business of I. S. Parish at Rock Falls, Ill.

Andrew Drohan's new 75,000-bushel elevator at Danvers, Ill., was completed last month.

W. L. McFarland has succeeded W. G. Cotner in the feed and fuel business at Fairfield, Ill.

The Williams Elevator at Atkinson, Ill., is now doing business with D. F. Humphreys in charge.

The Mt. Pulaski Grain Co. will build a 20,000-bushel addition to its grain elevator at Nurita, Ill.

The farmers of El Paso Township are trying to organize a company to build an elevator at El Paso, Ill.

Charles Mitchell contemplates building an elevator at Ashmore, Ill., on the site of one recently burned.

Isaac H. French & Co. have opened a grain office on the second floor of the Review Building at Decatur, Ill.

A. M. Woodward & Co., dealers in grain and general merchandise at Odin, Ill., are succeeded by the A. M. Woodward Co.

The Farmers' Elevator Co., Delavan, Ill., have purchased a site and contracted for the erection of a 30,000-bushel elevator.

Rogers, Bacon & Co. have about completed their new grain elevator at Swygert, Ill. G. T. Burrell & Co. are the builders.

J. E. Hawthorne of Bloomington, Ill., has just started his new grain elevator at Fullerton. G. T. Burrell & Co. were the builders.

The Neola Elevator Co. of Chicago has purchased the Reverts elevator and feed mill on the C., M. & St. P. Ry. at Stillman Valley, Ill.

A. M. Wright is said to have secured the site of the burned Hermann elevator at Ashmore, Ill., and will probably put up a new house.

Linder & Boyden have bought D. F. Humphrey's interest in the lumber and grain business at Buda, Ill. Mr. Linder will have charge of the business.

Mr. Humphrey will go to Atkinson, and with B. F. Williams, of Sheffield, engage in the grain business.

Ed Morgan has purchased Oscar Williams' interest in the feed business at Monmouth, Ill., and the firm is now McCartney & Morgan.

Stamey & George have purchased from Knollenberg & Wavering the elevator site at Hull, Ill., and will erect thereon a new elevator.

J. M. Current will build an elevator at Homer, Ill., to take the place of one destroyed by fire. It will be completed by November 15.

The Farmers' Cooperative Elevator Co. has been organized at Bushton, Ill. Thomas E. Fraser is president and W. A. Baker secretary.

On October 1 G. Brauer took possession of Chas. Weimer's elevator at Harness, Ill., in accordance with the terms of his recent purchase.

The old elevator at Medora, Ill., which has been idle for some time, is being repaired and will be operated by Mr. Adams of Harvel, Ill.

F. S. Larison of El Paso has purchased from F. L. Ream of Lostant the 65,000-bushel elevator at Panola, Ill., taking possession October 15.

H. Z. Schmutz of Tremont, Ill., is building a new 50,000-bushel grain elevator at that place. G. T. Burrell & Co. of Chicago are the contractors.

McClure & Brotherton, Gibson City, Ill., have contracted for the erection of a 40,000-bushel elevator to take the place of one destroyed by fire.

Carrington, Patten & Co. will soon commence operating their new grain elevator, which G. T. Burrell & Co. are building at Ridgeville, Ill.

G. T. Burrell & Co., builders, have just started work on the elevator of McClure & Brotherton of Guthrie, Ill. Capacity will be 30,000 bushels.

The Farmers' Elevator Co., Athens, Ill., has just been organized by J. H. Kincaid and others. The company will be incorporated with \$5,000 capital.

The buildings of the United States Starch Co. at Waukegan, Ill., were sold last month by the county court and will be transformed into a match factory.

The Howard Grain, Mercantile & Elevator Co., Howard, Ill., has incorporated with a capital stock of \$5,000. The stockholders are principally farmers.

The Northwestern Elevator Co. have built large annexes to their elevators at Manlius and Camp Grove, Ill. They will also remodel their elevator at Sterling.

The Hasenwinkle Grain Co. is completing a new grain elevator at Hendricks, Ill. The company has recently changed its headquarters from Hudson to Normal, Ill.

Thorpe, Scott & Co., who succeeded the Farmers' Elevator Co. at Wapella, Ill., are completing a 20,000-bushel elevator on the site of one destroyed by fire last January.

The La Rose Grain Co. has placed its contract with G. T. Burrell & Co. for a new elevator at Feazill Crossing, Ill. The Burrell Mfg. Co. will supply the machinery.

Quigg, Railsback & Co. have about completed a new elevator of 40,000 bushels capacity at Minier, Ill. It will give them a total elevator capacity at that place of 110,000 bushels.

Langellier Bros. are now doing business in their new 45,000-bushel elevator at Dawson Park, Ill. The equipment is thoroughly up to date and includes an 18-horsepower Model Gasoline Engine.

R. M. Link and W. T. Younger have engaged in the grain buying business at Paris, Ill. The business will be handled at the Link Mill, where it will be in charge of Mr. Younger, who for 20 years has been a buyer at Mays.

G. T. Burrell & Co. are building an addition to the grain elevator of Carrington, Patten & Co. at Farmer City, Ill. The elevator will be equipped with the Burrell Improved Head Shaft Drive and Burrell Anti-friction Distributors.

Faith & Dewin are completing a 28,000-bushel elevator at Warrensburg, Ill. The machinery will be supplied by the Union Iron Works of Decatur and a 28-horsepower Fairbanks-Morse gasoline engine will furnish the power. The new house will be ready to operate about November 15.

John J. Bryant has retired from the presidency and from the Alton Grain Company and the Alton Elevator Company of Chicago. George R. Nichols has been elected president and George A. Seaverns, Jr., first vice president of both companies. Mr. Bryant will probably start in business for himself.

The Smith-Hippen Co.'s new elevator at Pekin, Ill., has been completed. It is 47x81 feet, 120 feet high, with a two-story brick engine house 30x40 feet. The elevator has capacity for 100,000 bushels and is equipped for rapid handling, cleaning and transfer-

ring. Rope transmission is employed and friction clutches provided so that each machine can be operated independent of the others.

The Redman, Magee Co., Cairo, Ill., have contracted for the erection of a 50,000-bushel elevator. The building will be especially designed for the rapid handling of grain. The equipment will include two 1,400-bushel hopper scales, two loading spouts and a 125-horsepower engine, the latter being located in a separate brick building. Private tracks will be laid to accommodate 160 cars and these will connect with five different railroads. The company has just been incorporated with a capital stock of \$50,000 by Wm. A. Redman, J. B. Magee and Robt. L. Redman.

EASTERN.

A grain elevator is being erected at Tremont, N. Y.

Peck & Black, Warren, R. I., are building a grain elevator.

Brown Bros. have completed their new elevator at Scottsville, N. Y.

W. Royston Matthews has erected a grain elevator at Monkton, Md.

Belden & Co. are putting in another No. 27 Clipper Cleaner at Farmer, N. Y.

E. D. Winn & Co. have opened a wholesale feed store and warehouse at Elko, Va.

J. H. True of Portland, Me., is preparing to build a grain elevator near Cumberland Center.

M. C. Stark, Penn Yan, N. Y., is installing a No. 9 Roll Clipper Cleaner for handling beans.

W. N. Potter, Sons & Co. are building a grain storehouse and salesroom at Hadley, Mass.

Frank B. Mills has opened a grain and feed store in the Bay State building at Pittsfield, Mass.

Rowe & Kennedy, Canaseraga, N. Y., are equipping their picking room with Clipper Picking Tables.

Jensen & Clark have purchased the grain and feed business of Jasper O. Smith at Penn Yan, N. Y.

James F. Deming, dealer in grain, hay and granite at Lowell, Mass., has filed a petition in bankruptcy.

Frank H. Battels, Rochester, N. Y., recently put in a No. 7 Brush Clipper Cleaner for handling seeds.

Hart & Iliff Co., Newton, N. J., has incorporated with a capital of \$50,000, to deal in grain, flour, fuel, etc.

E. M. Upton & Co. of Rochester are adding another Clipper Bean Cleaner to their outfit at Honeoye Falls, N. Y.

J. Cushing of Fitchburg, Mass., has purchased C. Keefe's grain business at Weston and will operate it as a branch.

The Jackson & Sharp Co., Wilmington, Del., are building a floating elevator 112 feet long for a Brooklyn company.

Gordon & Soule have sold their grain and hay business at Biddeford, Me., to the Saco Grain & Milling Co. of Saco.

C. H. Howard & Co., South Byron, N. Y., are adding an outfit of Clipper Bean Picking Tables to their establishment.

The J. A. Bryer Estate has made some improvements on its grain elevator at the foot of Taylor street, Brooklyn, N. Y.

S. V. Osborne has completed his fine new three-story grain elevator at Branford, Conn. It has direct railroad connections.

Pinney, McCallum & Co., Philadelphia, are installing in their new warehouse a No. 27 roll-brush and special air Clipper Cleaner.

The Cutler Grain Co. of North Wilbraham, Mass., has purchased the business and plant of the Ne Plus Ultra Yeast Co. at Spencer.

The New Jersey Central Railroad is building a large grain elevator and new docks north of the West Shore depot at Weekawken, N. J.

The White Hall Grain, Building and Supply Co. of Towson, Baltimore county, Md., has been incorporated with a capital stock of \$15,000.

The Fuller Grocery & Grain Company, Augusta, Me., have purchased a well located piece of real estate on which they will sooner or later make improvements.

E. W. Cady & Co., of Trumansburg, N. Y., who conduct a grain and hay shipping business along the Lehigh Valley Railroad, have moved their headquarters to Ithaca.

A grain elevator and warehouse has just been erected at the junction of the Northern Central and Cumberland Valley railroads, near Bridgeport, Pa. The elevator has a capacity for 20,000 bushels and

there is besides a warehouse 36x40 feet. Electric power is used. The buildings have a slate roof.

The New York Central Railroad is to build an immense terminal elevator at East Boston, but the time at which it will be commenced is indefinite. It may possibly be begun next year.

F. M. Ingelow, Livonia, N. Y., recently put in thirty-four Clipper Bean Picking Tables. He has taken M. W. Townsend into partnership and the style of the concern will be F. M. Ingelow & Co.

W. G. and L. G. Hershey have rented the coal, lumber, grain, flour and feed business of Isaac B. Brubaker at Deuver, Pa., and will take possession on or before January 1. Mr. Brubaker continues his milling business.

The Cheshire Coal and Grain Company has been incorporated at Cheshire, Conn., with a paid-in capital of \$12,500. Their business will be conducted at West Cheshire, where they expect soon to build a grain elevator.

WESTERN.

Harry Winter has sold out his grain business at Salt Lake City, Utah.

Balfour, Guthrie & Co. have purchased Sam Flower's grain warehouse at Mabton, Wash.

At Corona, Calif., the entire grain crop is reported to have been contracted, most of it before thrashing.

The warehouse at Redondo, Calif., is taxed to its utmost capacity in handling the grain that has been offered during the past month.

The McDonald Grain & Milling Co. has purchased a block of land in the northern warehouse district at San Francisco, Cal., for \$140,000.

Pasco, Wash., shipped its first carload of wheat last month. The first season's business at this station will probably amount to 10,000 sacks.

Plans for the erection of a new wheat warehouse at West Seattle, Wash., are under consideration by the officials of the Northern Pacific Railroad.

The Farmers' Grain & Supply Co. has organized branches at Wilson Creek, Krupp and Stratford, Wash., where warehouses will probably be built next season.

P. J. Fransioli & Co., grain dealers at Tacoma, Wash., have leased two large lots on the channel near Eleventh street and will erect docks and warehouses.

Later Grain Co., of Rigley, Fremont County, Idaho, has been incorporated by Nils Hol of Idaho Falls; J. W. Bailey, Ogden, Utah; Sam S. Richmond and Peter Later, Jr., of Rigby.

At Kendrick, Idaho, the Vollmer-Clearwater Grain Co. and the Kettenbach Grain Co. have been very active buyers of wheat during the past thirty days. The price of 50 and 51 cents caused the growers to dispose of their grain very freely.

Utah millers claim there is great need of a few large elevators and warehouses in that state. For several months they have been grinding Oregon wheat, shipped in at great expense, and now Utah wheat is being shipped out of the state almost as rapidly as it is thrashed.

Wheat reached 50 cents a bushel in the Palouse country, Washington, on the 17th of September. Mr. Manning, general agent at Colfax for the Northwestern Warehouse Co., bought 202,000 bushels on that day between 11 a. m. and 9 p. m. The price eased off some on the following days, but as it is about 10 cents better than a year ago, it will bring the producers more money than did the bumper crop of 1901.

CENTRAL.

John Karbler will erect an elevator at Erlin, Ohio.

C. W. Heironimus is building an elevator at New Paris, Ohio.

Banion Bros. are completing an elevator at South Solon, Ohio.

Serven & Hiscock are building an elevator at Montrose, Mich.

A. E. Miller contemplates erecting an elevator at Yelverton, Ohio.

The Michigan Supply Co., Houghton, Mich., is now dealing in grain.

Peterson & Wright, Akron, Ohio, will install a No. 6 Clipper Cleaner.

Smith & Allen, Portland, Mich., are putting in a No. 7 Clipper Cleaner.

Wilbur Hawkins has purchased Henry Rommel's elevator at Fowler, Ind.

A change in the ownership of the Greenville Grain Co., Greenville, Ohio, occurred on October 1 when Conrad Kipp and Joseph Royer were suc-

ceeded by Thomas Brawley, formerly of New Madison, Ohio.

Finch & Morrison have purchased the Sims' elevator at Stockwell, Ind.

A. G. Urmston & Son, Frankton, Ind., are putting in a No. 6 Clipper Cleaner.

J. P. Wood & Co., Chelsea, Mich., have purchased a No. 9 Brush Clipper Cleaner.

G. W. Poling, Ansonia, Ohio, has placed a No. 7 Clipper Cleaner in his elevator.

Babcock & Hopkins of Rensselaer, Ind., are completing an elevator at Fair Oaks.

Spangler Bros. have succeeded J. D. Spangler in the grain business at Defiance, Ohio.

J. R. Shuman & Son's elevator at Covington, Ohio, is being enlarged and improved.

The Goodland Elevator Co. of Goodland, Ind., have sold out to Rich Bros. of Brook, Ind.

J. J. Kearns of Brown City, Mich., recently purchased a No. 27 Roll Clipper Cleaner.

Morrison & Finch of Lebanon, Ind., have purchased the Sims elevator at Stockwell.

Zinzmaster Bros. are the successors of G. W. Hall in the grain business at Navarre, Ohio.

The Toledo Salvage Co., Toledo, Ohio, is now drying grain its new plant on the East Side.

D. Finkle & Sons, Warren, Ind., are putting a No. 7 Clipper Cleaner in their elevator.

J. W. Hull, of Saline, Mich., recently installed a No. 9 Brush and Dustless Clipper Cleaner.

J. F. Cartwright & Co. of Davison, Mich., are putting in a second No. 9 Brush Clipper Cleaner.

The American Farm Co. have succeeded to the grain business of S. W. Kistler at Carroll, Ohio.

Haycock & Freeman, Marion, Ind., besides dealing in grain, handle flour and crush corn and grind feed.

Ferrin Bros. of Detroit have leased the elevator at Ainger, Mich., and placed Dennison Willis in charge.

J. W. McMillen & Son of Van Wert, Ohio, have purchased a new elevator at Roselm, Paulding Co., Ohio.

The Hartley Grain Co. of Goodland, Ind., has equipped its elevator with Day's Dust Collecting System.

R. E. Pierce of Kewanna has purchased the elevator and residence of James Sellars at Darlington, Ind.

Geo. Teegardin has purchased the interest of his partner, James Ward, in the grain elevator at Ashville, Ohio.

Charles Shuler of McComb, Ohio, has contracted for the erection of a 25,000-bushel elevator at Hancock Station.

John D. Owen & Son of Owen, Ohio, have purchased an Improved Hall Distributor to be installed at that place.

R. G. Jenckes & Co., Terre Haute, Ind., will build an elevator on the site of the hominy mill burned some time ago.

The grain business of Ed F. Goeke at Evansville, Ind., has been incorporated under the name of Ed F. Goeke & Co.

Million & Million of Burnettsville, Ind., are building a crib addition for ear corn to their elevator at Zokececott, Ind.

W. J. Depp, miller at Bettsville, Ohio, is building an elevator on the site of W. D. Day's recently burned elevator.

K. R. Smith of Ionia, Mich., is installing a No. 9 roll and traveling brush Clipper Cleaner for handling bean stock.

The Pierce Grain & Implement Co., Union City, Ind., capital stock, \$20,000, has been authorized to do business in Ohio.

Charles Wolohan is the purchaser of Crowley & Son's elevator at Hemlock, Mich., reported last month as being sold.

John O'Harra, South Charleston, Ohio, is building an addition 28x32 to his elevator which just about doubles the capacity.

D. M. Ferry & Co. have just installed a No. 9 Roll-Brush Dustless and Special Air Clipper Cleaner for handling peas and beans.

The annual election of the Toledo & Wabash Elevator Company was held October 1 at Toledo and the following board of directors was selected for the coming year: G. W. Davis, A. M. White, R. H.

Baker, C. L. Reynolds, Charles F. Adams, L. W. Frost and B. B. Durfee.

Magee & Pafenbach are building an addition to their elevator at Elmore, Ohio, to accommodate a feed mill and flour exchange.

Kinsey Bros. of Claypool, Ind., recently leased the Big Four Elevator at Warsaw and are operating it with Robert Shaw in charge.

H. E. Rhodes, representing the Tiffin Grain Co., will install a No. 7 Clipper Cleaner in the elevator of that company at Tiffin, Ohio.

The North Branch Grain Co. have just installed a No. 9 Roll-Brush Clipper Cleaner for handling grain and beans at North Branch, Mich.

The recently consolidated firm of Hall Bros., Nichols & Dutcher of Owosso, Mich., are putting in a No. 9 and a No. 27 Clipper Cleaner.

The Goodland Elevator Co., Goodland, Ind., inform us that they have sold their elevator to Rich Bros. and will give possession November 1.

Charles Wolohan of Birch Run, Mich., is equipping his recently acquired elevator at Hemlock with a No. 9 Brush and Special Air Clipper Cleaner.

The Sioux City Seed & Nursey Co. at Millington, Mich., are remodeling their warehouse and adding an outfit of Clipper Cleaners and picking tables.

Arthur Emmick has withdrawn from the firm of Travis & Co. at Toledo, Ohio. Mr. Z. H. Travis has purchased his interest. The firm operates several elevators in Ohio and Indiana.

The Farmers' and Merchants' Elevator Co. is being organized at Lafayette, Ind., by W. S. Baugh and others. They propose to erect a large elevator on the canal there next spring.

The Winchester Elevator Co., Winchester, Ind., has been incorporated with a capital of \$8,000. The incorporators are T. G. Hopkins, W. F. Schmenk, Edward B. Hopkins, W. H. Rendig, B. P. Haines and Jos. W. Syphers.

At the meeting of stockholders of the Wabash Elevator Company, held at Toledo, the following directors were elected: A. M. White, G. W. Davis, R. H. Baker, C. L. Reynolds, C. F. Adams, L. W. Frost and B. F. Durfee.

Harry W. Kress, successor to Kress & Veldt at Middletown, Ind., informs us that he has given a contract for equipping his elevator with a Western Corn Sheller and Cleaner, a 30,000-pound Fairbanks Hopper Scale, elevator buckets 7x12, link-belt conveyors, 15-horsepower Hamilton Gasoline Engine. He will then have capacity for about 25,000 bushels. He is handling hay and straw as well as grain.

MISSOURI, KANSAS AND NEBRASKA.

The Duff Grain Co. is building an elevator at Plattsmouth, Neb.

W. H. Ferguson's elevator at Phillips, Neb., has undergone repairs.

The Farmers' Elevator Company are building an elevator at Harper, Kan.

H. C. Stanly and L. D. Farr are erecting a grain elevator at Wakenda, Mo.

David Huscher is buying grain at Aurora, Kan., for the Kansas Grain Company.

The Farmers' Elevator Co., Odell, Neb., has been incorporated and will build an elevator.

The Small Cereal Company is converting the old Santa Fe Elevator at Atchison, Kan., into a milling plant.

The Wells-Hord Cattle Company will equip their elevator at Clarks, Neb., with a 7-inch, 8-duct Hall Distributor.

Daniel Burk of Bancroft has purchased T. F. Keckler's elevator at Manley, Neb., and will take charge November 1.

Robt. McLaughlin has erected a 10,000-bushel elevator on his farm near Moorefield, Neb., to accommodate his own crop.

The Omaha Elevator Company have placed an order for an Improved Hall Distributor to be installed at Coyote, or Darr, Neb.

It is reported that the Greenleaf & Baker Company of Atchison, Kan., have purchased a mill and elevator at Stella, Neb.

The Updike Grain Company of Omaha, Neb., will place an Improved Hall Distributor in their elevator at Winnetoon, Neb.

The Trans-Mississippi Grain Company of Omaha will install the Hall Distributing System in their elevators at Verdel and Monawi, Neb.

The Conrad Grain Company of Wood River, Hall County, Neb., has filed articles of incorporation and is now erecting an elevator. Its authorized capital

is \$5,000; its incorporators Clancy St. Clair, John H. Bexten and William E. Shepard.

W. M. Reckeway is converting an old canning factory at Wetmore, Kan., into a grain elevator.

G. W. Youngs of Springfield is building an elevator at Portal, Neb. It will have shipping facilities over both the Missouri Pacific and Union Pacific.

At Foster, Mo., the grain business of W. R. Bell and the grocery business of Lewis Staker have been consolidated as the Staker-Bell Mercantile & Grain Company.

The Parker Grain Company has just completed a 50,000-bushel elevator at Florence, Kan. It will do a cleaning and transfer business. A 65-horsepower engine furnishes the power.

The Marshall Mill & Elevator Co., Marshall, Mo., has been incorporated with a capital of \$25,000, one-half paid. The incorporators are W. H. Calvert, M. E. Doan, G. E. Sharp and others.

Foster, Selby & Co., Omaha, Neb., have incorporated with a capital of \$25,000 to do a general stock and grain business. Walter I. Selby and Albert C. Foster are the incorporators.

The Midland Elevator Company, Minneapolis, Minn., capital \$150,000, has been licensed to do business in Kansas. This company operates the Peavey elevators on the Union Pacific in Kansas.

The Fenner Grain & Commission Company is the name of a new concern at Carthage, Mo., of which D. R. Fenner is manager. They will do a wholesale and retail business in grain, hay and feed stuffs.

The Sears Grain Company of Clarke, Neb., has been incorporated by A. D. Sears and Charles G. Ryan of Grand Island and Walter Chamberlain and Frank Sears of Clarks. The capital stock is \$6,000.

The Omaha Feed Company, Omaha, Neb., has incorporated with an authorized capital stock of \$50,000. The incorporators are Fred Peterson, F. T. Shinrock, Theo. A. Dohse, Leon W. Bunnell and Lewis C. Hine.

MINNESOTA.

An elevator is being erected at Hatfield, Minn.

An elevator is being erected at Cobden, Minn.

An elevator is being erected at Staples, Minn.

An elevator is nearing completion at Elizabeth, Minn.

An elevator is soon to be erected at Brown's Valley, Minn.

Wm. Lockwood has sold out his grain business at Edgerton, Minn.

Paul Filzen & Co. have sold out their grain business at Minneapolis.

The Northwestern Elevator at DeGraff, Minn., was repaired last month.

Contractor L. O. Hickok is erecting a 20,000-bushel elevator at Glencoe, Minn.

Truax, Betts & Co. are completing a 20,000-bushel elevator at Glencoe, Minn.

The S. Y. Hyde Elevator Company have completed their new elevator at LeSueur, Minn.

The Winnebago City Flouring Mills are building an elevator at Winnebago City, Minn.

An elevator is being built at Ivanhoe, Minn., by the Farmers' Independent Elevator Co.

James Hanscutt has engaged in the grain, coal and lumber business at Wolsey, Minn.

E. A. Brown has installed a 5-horsepower gasoline engine in his elevator at Luverne, Minn.

Geo. Trebiatowski and Paul Semanich have just erected an elevator at Flensburg, Minn.

A farmers' elevator of 25,000 bushels' capacity has just been completed at Kellogg, Minn.

Minert & Co., Holloway, Minn., completed a new engine house at their elevator last month.

E. Blankenburg has rented a warehouse and engaged in grain buying at Springfield, Minn.

H. M. Babcock of Dundas, Minn., is preparing to build an elevator and feed mill at Cleveland.

The St. Anthony & Dakota Elevator Co. are building a 25,000-bushel elevator at Balaton, Minn.

Henry Peterson has been engaged as buyer for the elevator now being erected at Elizabeth, Minn.

Peter Ritter is operating the elevator at West Union, Minn., recently leased by Gingery & Lee.

The Red River Milling Company have remodeled and enlarged their elevator at Fergus Falls, Minn.

The Western Elevator Company of Winona have remodeled and improved their elevator at Ander-

son, Minn. They have arranged with Thompson & Johnson to act as local buyers.

The Thorpe Elevator Company have spent some \$1,200 in improving their elevator at Osakis, Minn.

A farmers' organization has purchased and will operate the Kansas City Elevator at Skyberg, Minn.

N. A. Forsberg is having the Farmers' Warehouse at Farwell, Minn., converted into a grain elevator.

The Farmers' Elevator Co., Graceville, Minn., has decided to wind up its affairs and go out of business.

The Crescent Elevator Company has succeeded to the grain business of Gardner & Co. at Duluth, Minn.

Remington & Parker are building a 40,000-bushel elevator in connection with their mill at Winnebago, Minn.

Rohlk & Arp have purchased and are operating the Western Elevator Co.'s elevator at Rock Rapids, Minn.

The Imperial Elevator Company of Minneapolis has increased its capital stock from \$200,000 to \$500,000.

The Thorpe Elevator Company of Minneapolis have increased their capital stock from \$50,000 to \$150,000.

The Peavey Elevator Company of Minneapolis has increased its capital stock from \$200,000 to \$300,000.

The Farmers' Elevator Company, Graceville, Minn., is closing up its affairs and will go out of business.

The Swan Elevator, Albert Lea, Minn., has been completed and opened for business with Mel Finton as agent.

The Minneapolis and Northern Elevator at Carlisle, Minn., is completed and is buying flax as well as wheat.

The James Quirk Milling Company recently installed a loading spout at their elevator at Madison Lake, Minn.

Truax, Betts & Co. are completing a 20,000-bushel elevator at Glencoe, Minn. C. H. Dueul will have charge of it.

The VanDusen Elevator Company will erect an elevator at Sanborn, Minn., to replace the one recently burned.

Peter Beck, grain dealer at Lake City, Minn., has taken his son into partnership under the firm name of Peter Beck & Son.

The Woodworth Elevator Company have torn down the Farmers' Elevator at Hallock, Minn., and moved it to a new site.

The Farmers' Elevator Company, Mountain Lake, Minn., are putting in a 14-horsepower gasoline engine and a grain cleaner.

D. R. Sutherland & Co. have contracted for the erection of an elevator at Morris, Minn., to be completed about November 1.

It is reported that the Northern Pacific Railway has decided to make its new yards at Rice's Point, Duluth, its grain terminal.

It is reported that the McCaull-Webster Grain Company of Minneapolis will build an elevator at Louisburg, Minn., this fall.

The Eagle Mill Company recently completed its elevator at Balaton, Minn., and it is now in charge of the buyer, Mr. Alla Town.

An elevator is being erected at Felton, Minn., by the H. H. Jenkins Elevator Company which gives that town three grain houses.

Frank Harkness of Wallace, Minn., has leased the Kansas City Elevator at Randolph, Minn., and placed his son Will in charge.

The National Elevator Co. have purchased McLaughlin Bros.' elevator at Argyle, Minn. David Robertson is continued as buyer.

The Benson Grain Company is reported to have closed its elevator at Elmore, Minn., for this season on account of the scarcity of grain.

The Farmers' Elevator Company, West Concord, Minn., have completed a brick engine house and installed a 25-horsepower gasoline engine.

The Imperial Elevator Company has purchased James Scott's elevator at Argyle, Minn. Mr. Scott continues as buyer for the new owners.

The Peavey Elevator Company are erecting coal sheds on the site of their old elevator at Adrian, Minn., which they tore down last month.

The Sheffield-King Milling Company of Faribault, Minn., has contracted with the Younglove & Boggess Company for the erection of modern elevators at

Elko, Lonsdale, Montgomery, LeSueur Center and Cleveland. They are all to be completed by November 15.

The Security Elevator Company of Minneapolis recently completed an elevator at Hanley Falls, Minn., and it is now in charge of Julius Hanson, buyer.

Gold Bros. have just completed a 25,000-bushel elevator at Barry, Minn., which will contain a feed mill and 12-horsepower gasoline engine. A. B. Converse is the buyer.

The Morton Elevator Company, composed of Andrew Weis, T. M. Keefe and D. F. Keefe, has leased the Peavey Elevator at Morton, Minn. Mr. Weis will act as manager and buyer.

L. W. Terry has been appointed receiver for the Farmers' Co-operative Elevator at Howard Lake, Minn. He has the house open for business and is settling up the company's affairs.

The Minnesota & Western Grain Company has been running its elevator at Willmar, Minn., day and night recently on account of the rush of business. Two crews of men were employed.

The Hastings Milling Company has completed a 20,000-bushel elevator and a flour and feed warehouse at Meriden, Minn. The equipment includes a dump scale and an 8-horsepower Fairbanks-Morse Gasoline Engine.

The Sanborn milling and elevator interests of Ortonville, Minn., have been consolidated into a corporation under the name of the Ortonville Elevator & Milling Co., with a capital stock of \$25,000. The incorporators are F. W. Sanborn, Ortonville; J. C. Sanborn and Nellie S. Thompson of Hastings, and S. C. Hight of Clarks Mills, Maine. The business will be carried on as heretofore with F. W. Sanborn as local manager.

SOUTH DAKOTA.

Another elevator is being completed at Fedora, S. D.

An elevator has just been completed at Badger, S. D.

The Atlas Elevator Co. has a new elevator at Rockham, S. D.

The farmers are now handling grain in their new elevator at Sioux Falls, S. D.

Pinkerton & Mariner are now doing business in their new elevator at Northville, S. D.

The McCaull-Webster Co. have just completed an elevator at Hague, S. D.

The Farmers' Elevator Co. is building an addition to its elevator at Ferny, S. D.

The grain elevator at Frankfort, Spink Co., S. D., one day last month took in 30,000 bushels of wheat.

The Geo. W. Thompson Elevator, Howard, S. D., was reopened last month with Archie McRae in charge.

The Noah Adams elevator at Albee, S. D., was opened for business last month with Emil Bunting as buyer.

Scotland, S. D., has six grain elevators and expects large quantities of grain to be marketed there this year.

The Farmers' Elevator Co., Baltic, S. D., began receiving grain in their new elevator last month. Power is furnished by a 14-horse power gasoline engine.

The grain men of White Rock, S. D., are reported to have seized and loaded 21 cars that were sidetracked at that place one day last month. They had to do this in order to break the blockade in their elevators.

NORTH DAKOTA.

Drake, N. D., has three new elevators.

Hesper, N. D., has a new grain elevator.

Inkster, N. D., has a new grain elevator.

H. M. Creel is building an elevator at Keith, N. D.

An elevator has just been completed at Rolla, N. D.

George Gackle is building an elevator at Lehr, N. D.

A fine modern elevator is being completed at Lone Tree.

The elevator at Buchman, N. D., has adopted gasoline power.

Taylor & Cook will build an elevator at Willow City, N. D.

John Solberg has built a grain warehouse at Edmore, N. D.

W. P. Massnere, Starkweather, N. D., has just built a barn on the site of his elevator, which he will use for grain storage until better facilities

can be provided. He has installed a scale and begun buying grain.

M. T. Swanston has completed his elevator at Niagara, N. D.

A. Tanton of Lakota, N. D., will erect an elevator at Starkweather.

W. C. Helm has erected a 6,000-bushel flat house at Westedge, N. D.

I. L. Berge has completed a 5,000-bushel elevator at Fessenden, N. D.

The St. Anthony Elevator at Lidgerwood, N. D., has been completed.

The Anchor Grain Company is building an elevator at Souris, N. D.

The new elevator at McHenry, N. D., was opened for business last month.

The Cargill Elevator Company has built an elevator at Rutland, N. D.

T. C. Jacobson's new elevator at Minot, N. D., is now ready for business.

The Anchor Elevator Company has completed an elevator at Berthold, N. D.

N. J. Olsen is now doing business in his new elevator at Shepard, N. D.

Nearly all the wheat marketed at Hoople this year is said to grade No. 1 Hard.

The Great Western Elevator Company has built an elevator at Dudley, N. D.

The Fairmount Grain Co. has just completed an elevator at Fairmount, N. D.

Sorenson & Sons, Page, N. D., are now doing business in their new elevator.

The Independent Grain Company, Sanborn, N. D., has installed a new wagon scale.

Sluiter & Tinholt have rented a building and are buying grain at Napoleon, N. D.

The McLaughlin and the National elevators are now completed and doing business.

The new elevator at Hebron, N. D., has been completed and is now taking in grain.

C. G. Ireys has opened his elevator at Kenmore, N. D., with John C. Thoreson as buyer.

H. J. Scott of New Rockford, N. D., has purchased Langer & Smith's elevator at Donnybrook.

A railroad sidetrack has been put in at New Salem, N. D., for the new Dietz Elevator.

A broken engine caused a brief shut-down of the Imperial Elevator at Lakota, N. D., recently.

F. C. Zuelsdorf has a new elevator at Minto, N. D. It has capacity for about 20,000 bushels.

Oliver Knudson recently completed extensive repairs on his elevator at Michigan City, N. D.

N. J. Olson has put a 10-horsepower Howe Gasoline Engine in his elevator at Sanborn, N. D.

Welsh & Barnard is a new grain firm at Langdon, N. D. They have built a warehouse 32x60 feet.

The Lahart Elevator Company of Minneapolis has erected elevators at Barlow and Sheyenne, N. D.

The new National Elevator at Langdon, N. D., is now completed. It has capacity for 10,000 bushels.

A new gasoline engine was recently installed in the Minneapolis & Northern Elevator at Petersburg, N. D.

Elevators are being built at Magnus and Brittin, two new towns on the Soo Line in Burleigh County, N. D.

The Imperial Elevator Company has purchased the lumber yard of Nollman & Lewis at Cavalier, N. D.

Winter & Ames of Minneapolis have opened their new elevator at Manvel, N. D., with Adam Klinzing as agent.

The Woodworth Elevator at Lehr, N. D., was opened for business last month with Jakob Yenner in charge.

A grain warehouse has been built at Manfred, N. D., by Regan & Lyness, who have engaged Lewis Larson as buyer.

An effort is being made at Kulm, N. D., by M. Olaf Hausken and others to organize a farmers' elevator company.

Many elevators in North Dakota are said to be full of grain and at a standstill because of inability to ship. The trouble with the railroads is said to be a shortage of locomotives rather than cars.

Hon. Wm. H. McPherson has leased the Alliance Elevator at Valley City, N. D., and will make that town the headquarters for his grain business. He has built a 10,000-bushel warehouse at Westedge

and will also handle grain in carlots at Rogers, Sanborn, Litchville, Hobart and Berea.

Grain is now unloaded from river boats into the Washburn, N. D., elevator by means of a marine leg.

Fero, a new town seven miles east of Rugby, N. D., has a new elevator erected by Hon. Ben Hammond of Willow City.

Doering & Co., The Great Western Elevator Company and Andrews & Gage have each erected an elevator at Blaine, N. D.

C. G. Ireys recently completed a fine modern elevator at Casselman, N. D., equipped with dump scale, gasoline engine, etc.

Grams & McCarthy have completed an elevator at Bowbells, N. D., and it is reported that another one will be built there this fall.

The Independent Elevator Company of Harvey, N. D., have built a grain warehouse and will use a portable elevator for loading cars.

The Anchor Grain Company is erecting a 25,000-bushel addition to its elevator at Conway, N. D., and has completed an elevator at Lone Tree.

J. W. Koon of Minneapolis is now in charge of the Farmers' Elevator at Blanchard, N. D., recently purchased by the Great Western Elevator Company.

The McLean & Smith Co. recently purchased from McCarthy Bros. of Duluth, their elevator at Minto, N. D. N. P. McLean, who is from Rock Valley, Iowa, is making Minto his headquarters and it is the company's intention to secure other houses in the vicinity. O. J. Smalley has been engaged as buyer of the Minto elevator, which has been improved by the installation of a gasoline engine, etc.

WISCONSIN.

E. A. Palmer has charge of the elevator recently completed at Turtle Lake, Wis.

The Osceola Mill & Elevator Co. recently built a grain warehouse at Barron, Wis.

Bauhuin & Svoboda, Abrams, Wis., have installed a gasoline engine in their elevator.

J. L. Parchman has succeeded O. C. Elbertson, grain dealer at Black River Falls, Wis.

E. H. Seaman of Greenleaf, Wis., has purchased the A. G. Wells Co. Elevator No. 5 at Askeaton.

Clear Lake, Wis., has a new 20,000-bushel elevator, equipped with gasoline engine and other modern features.

A new elevator has just been completed at Swing, Wis., by Chris. Daniels. It has capacity for 18,000 bushels. A feed mill will also be operated.

The Tanberg-Siebers Co. are erecting a warehouse near their elevator at Elmwood, Wis., which will be used for the storage of flour and feed.

J. W. Snow has again opened his grain warehouse at Merrilan, Wis., and is buying this season for the Woodworth Elevator Co. of Minneapolis.

The Osceola Mill & Elevator Co. have purchased the Northern Grain Co.'s warehouse at Rice Lake, Wis., and Joe Renville is buying grain and farm produce for them at that point.

Stratton, Hammon & Fowler Company, Superior, Wis., have been incorporated to deal in grain, seed and cereals; capital stock, \$10,000; incorporators, Lyman T. Powell, Fred B. Southern, L. Hanson.

The Saemann, Ioebs & Knickel Co., Campbell-sport, Fond du lac county, Wis., has been incorporated to deal in grain and provisions; capital stock, \$33,800; incorporators, William C. Saemann, William Knickel and John Ioebs.

SOUTHERN.

Brittan & Bird, Waukomis, Okla., have sold their elevator.

McAllister & King have succeeded G. B. McAllister in the grain business at Luling, Texas.

Richardson & Co. of Chicago are building a 100,000-bushel elevator at Gainesville, Texas.

The firm of Jackson & Neely Bros., San Angelo, Texas, handling grain, etc., has been dissolved.

The Acme Mill of Oklahoma City, Okla., is building a 40,000-bushel steel storage tank, which will give them total capacity for 120,000 bushels.

The Tablequah Grain Co. now has its headquarters in the new Bushyhead Building at Tablequah, I. T.

H. W. Chinn & Son, Houston, Texas, have added the handling of feed and grain to their grocery business.

Plans have been drawn for a grain elevator to be erected by H. K. Cochran, commission merchant and grain dealer, at the corner of Third and Sherman streets, Little Rock, Ark. The elevator is to have a capacity of 40,000 bushels, with electric power

and a warehouse space of 140x75 feet, on a level with the car doors, and a private switch 140 feet long.

J. T. Kercheval, W. W. Ogilvie and others are reported to be organizing a company to build a flour mill and grain elevator at Lewisburg, Marshall county, Tenn.

The Southern Grain Company, of which Messrs. J. M. Allen and S. A. Rodgers are proprietors, have moved from 2131 Morris avenue to larger and more suitable quarters at No. 2113-2115 Morris avenue, Birmingham, Ala.

The Weatherford Milling Company of Weatherford, Okla., has been incorporated with \$25,000 capital stock. The incorporators are: F. A. and W. O. Wheeler and John Maney of Weatherford, and I. W. Maney of El Reno.

The elevators at Galveston, Texas, are kept running day and night to handle the grain that is passing through that port. The Santa Fe alone is reported to have brought in an average of 100 cars a day for more than a month.

CANADIAN.

H. W. Laird & Co. have engaged in the grain business at Regina, Assi.

J. F. Hunter has purchased E. Nichol & Sons' elevator at Boissevain, Man.

The 100,000-bushel municipal elevator at Qu'Appelle, Man., has been completed.

J. & P. R. Howard, Hagersville, Ont., have put in a No. 7 Clipper Brush Cleaner.

The Winnipeg Elevator Co. has increased its capital stock from \$300,000 to \$750,000.

Geo. Cartwright has purchased the flour mill, elevator and sawmill at Millwood, Man.

The Edmonton Milling Co. is erecting an elevator at Strathcona of over 50,000 bushels' capacity.

G. B. Murphy is erecting a 40,000-bushel elevator at the siding between Wellwood and Brookdale, Manitoba.

A. E. Cameron of Melita, Man., is building a 30,000-bushel elevator at a new town site east of Lyleton, on the Waskada branch.

The Prince Albert Elevator Co. has installed a 12-horsepower gasoline engine in its elevator at Prince Albert, Saskatchewan.

The Winnipeg Elevator Co. are erecting a 30,000-bushel elevator at West Selkirk, Man. This will be the first elevator at that point.

Wood Bros. of Brantford, Ont., have leased an elevator at Norwich and are operating it under the local management of S. Kelso.

The King Elevator, a cleaning house at Port Arthur, Ont., now has double its former handling capacity, having just been overhauled and improved.

Rogers Bros. will at once erect an elevator at MacGregor, Man., where their flour mill burned recently. They will also put in a feed grinding machinery.

R. W. Hastings of Winnipeg is buying grain for the Lake of the Woods Milling Co. at Qu'Appelle, Man., this season. The former buyer, D. B. Smith, has gone to McLean.

Licenses have been issued for the erection of 157 elevators, with a total capacity of 4,524,400 bushels, during the present season in Manitoba and the Northwest Territories.

The grain firm of Parrish & Lindsay, dissolved some months ago, will resume business under the same style. W. J. Lindsay is located at Brandon and W. L. Parrish at Winnipeg.

The Canadian Pacific Railway has announced plans for terminal improvements at Vancouver, B. C. These include five new piers, elevators, flour mills, warehouses, coal bunkers, etc.

H. Mooers & Co., Kingston, Ont., are negotiating with the Sarnia, Ont., council with a view of obtaining a guarantee of \$75,000 of 4 per cent bonds, to be retired in 20 years, to enable them to construct a 500,000-bushel elevator there.

The Winnipeg Elevator Co. (Ltd.) owns and operates 74 elevators in Manitoba, 16 of which have been erected this season, or are in course of erection, and four others are to be built. In addition \$50,000 was expended on repairs and improvements to old elevators. The company started business five years ago with 14 elevators.

The Canadian Government Grain Standard Board on September 26 established the grain standards for the district east of Port Arthur. The general quality of the grain submitted was very good, except in some cases, where it was more or less damaged through being harvested during a

rainy period. Very little change was made in the grading of the standards as fixed last year, the principal change being a slight lowering of color.

March Bros. & Wells of Litchfield, Minn., who recently took over the Canadian Northern elevator system, have succeeded in buying three private elevators and now are erecting, or securing sites to erect, eight additional ones on the Manitoba & Northwestern and Dauphin lines. They fully expect to have fifteen elevators in operation before the grain season closes.

The Morris-Brandon branch of the Canadian Northern Railway experienced a complete grain blockade last month, as no empty freight cars were to be had. Grain is now moving eastward over all lines in considerable quantities and railroad people claim that with the increased storage in the west and the completion of the large elevators now building at Fort William and Port Arthur there should be no general blockade. The Canadian Pacific will soon be prepared to handle upward of 600 cars per day at Fort William and its facilities are superior in every way to what they were a year ago.

HAY AND STRAW

Etter Bros. are rebuilding their hay and grain warehouse at Redding, Cal.

In portions of Ohio the second crop of hay was better than the first this season.

Albers & Schneider have started their new hay compressing plant at Forest Grove, Ore.

The experiment of pasturing cattle on rice hay lands will be tried in Texas this winter.

A lot of loose hay has been delivered at Montreal at \$6 to \$6.25 per ton, equal to \$7.25 to \$7.50 pressed. The new crop hay is not coming to market as rapidly as was expected.

A new firm has been organized at Charleston, W. Va., to deal in hay and feed under the title of Wall, Jenkins & Shipman. The members are C. F. Wall, W. S. Jenkins and Walter H. Shipman.

The Omaha Feed Company of Omaha, Neb., has been incorporated with a capital stock of \$50,000 to deal in hay, grain, etc. The incorporators are Fred Peterson, F. T. Shinrock, Theodore A. Dohse, Leon W. Bunnell and Lewis C. Hine.

The Orange Judd Farmer says the hay crop of 1902 makes the heaviest yield per acre that has been reported in many years. The estimated acreage is 60,015,000, with a yield of 88,973,000 tons. The yield per acre for 1902 is placed at 1.48, against 1.11 for 1901; 1.17 for 1900 and 1.38 for 1899.

Charles England, president of the National Hay Association, has been elected vice-president of the Terminal Warehouse Company of Baltimore, to succeed the late Robert M. Wylie. At the same time Douglas M. Wylie was elected a member of the board of directors. The Terminal Warehouse Company operates the hay sheds of the Pennsylvania Railroad at Baltimore.

REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending September 20 sales of choice timothy ranged at \$11.00@13.00; No. 1, \$10.50@11.50; No. 2, \$9.50@10.50; not graded, \$6.00@10.50. Choice prairie, \$9.50@10.00; No. 1, \$9.00@9.50; not graded, \$6.00@9.50. Straw was in good demand and prices higher. Rye straw sold at \$5.00 for damaged and \$7.00@7.25 for good. Wheat straw at \$5.00@5.50 and oat straw at \$6.00. The receipts for the week were 2,605 tons, against 2,305 tons for the previous week. Shipments for the week were 170 tons, against 147 tons for the previous week. Choice goods of timothy hay were in good demand during the week and prices advanced 50 cents per ton. Choice grades of prairie hay were also in good demand and prices ruled firm.

During the week ending September 27 the receipts were 3,081 tons, against 2,605 tons for the previous week. Shipments for the week were 144 tons, against 170 tons for the previous week. Sales of choice timothy ranged at \$12.00@13.00; No. 1, \$10.50@12.50; No. 2, \$9.50@10.00; No. 3, \$8.00@9.50; not graded, \$6.00@10.00. Choice prairie, \$9.50@11.00; No. 1, \$9.00@10.50; No. 3, \$8.00; not graded, \$6.25@7.00 for state and \$9.00@10.50 for Kansas. Rye straw sold at \$6.00@8.00. Wheat straw at \$5.50 and oat straw at \$5.75. There was a good demand for choice grades of both timothy and prairie hay

throughout the week. A firm feeling prevailed and prices advanced 50c@\$1.00 per ton.

During the week ending October 4 the receipts were 2,550 tons, against 3,081 tons for the previous week. Shipments for the week were 165 tons, against 144 tons for the previous week. Sales of choice timothy ranged at \$12.50@13.50; No. 1, \$12.00@13.50; No. 2, \$11.00@12.00; No. 3, \$9.50; not graded, \$10.00@13.00. Choice prairie, \$11.00@12.00; No. 1, \$10.50@11.50; not graded, \$9.00@11.00. Rye straw sold at \$6.00@7.50 and oat straw at \$4.00@5.50. Only a moderate business was transacted during the week. A good demand existed for all grades, more particularly for choice hay, but the lack of offerings curtailed business.

During the week ending October 11 sales of choice timothy ranged at \$13.50@14.50; No. 1, \$13.00@14.00; No. 2, \$12.00@13.00; No. 3, \$9.75; not graded, \$9.50@13.50. Choice prairie, \$12.00@13.50; No. 1, \$11.50@13.00; not graded, \$11.00@13.00. Rye straw sold at \$6.00@8.00 and oat straw at \$5.00. The receipts for the week were 2,694 tons, against 2,550 tons for the previous week. Shipments for the week were 134 tons, against 165 tons for the previous week. The offerings of timothy hay were quite small during the early part of the week. A firm feeling prevailed and prices advanced 50c per ton for choice grades. Later, the arrivals increased somewhat, but the market closed steady. The market for prairie hay ruled firm throughout the week. All consignments were readily disposed of. Prices advanced 50c per ton.

THE EXCHANGES

The Winnipeg Grain Exchange has advanced the price of membership from \$500 to \$1,000.

The directors of the Minneapolis Chamber of Commerce are taking vigorous steps to compel the Western Union Telegraph Co. to cease furnishing quotations to bucket shops.

For throwing paper sample bags filled with water at one another, Frank Tilden and Harry Hathaway of the Chicago Board of Trade were suspended from the privileges of the floor for one week.

Many grain and flour concerns have already moved into the new Minneapolis Chamber of Commerce Building and it expected that the exchange room itself will be ready for occupancy about the 20th inst.

At a recent meeting of the Topeka Commercial Club, W. L. Taylor of the grain firm of W. L. Taylor & Co., presented the matter of establishing a board of trade in Topeka. The club referred the matter to the committee on trade extensions.

The directors of the Chicago Board of Trade have decided that a salaried employe of a commission house cannot do a brokerage business for his personal benefit. He is not debarred from executing brokerage orders, but the revenue therefrom must be turned over to the employer.

There was only one ticket in the field this year at the annual election on the Minneapolis Chamber of Commerce. James Marshall was chosen president, Peter B. Smith second vice-president, while Frank W. Commons becomes vice-president. E. S. Woodworth refused the nomination for president. The following directors were elected: G. F. Ewe, G. F. Piper, C. C. Wyman, Henry L. Little and B. H. Morgan.

The tenth annual meeting of the Chicago Board of Trade Mutual Benefit Association was held September 26. The report of the secretary shows a present membership of 801, as against 796 a year ago. There were 38 admitted during the year, 10 lost by death, and 23 by withdrawal. The amount paid beneficiaries during the year was \$33,977, an average of \$2,834 each. Last year's average was \$2,820. The death rate during the last three years has averaged 10 yearly. The executive officers of the association were re-elected.

On October 1 the council of the Winnipeg Grain Exchange, acting under the by-laws, fixed the contract wheat grades for the ensuing year. The contract grade will be No. 1 northern for the option market for wheat, and No. 2 white for oats. For wheat No. 1 northern is to be the grade, provided that No. 1 hard may be delivered at a difference of two cents over, but the council, after giving notice by posting on the bulletin boards for one month, may cancel such right to deliver No. 1 hard. All contracts, however, made prior to such cancellation to stand as made.

The season at Galveston closed with August 31. The wheat exports amounted to 8,695,564 bushels, against 16,117,474 bushels for the year previous.

PERSONAL

Ed. Engler is managing the elevator at Hague, N. D.

Frank Hills is now managing an elevator at Oto, Iowa.

Mr. Leveson is a new grain buyer at Cleveland, Minn.

Jacob Wiebe has taken charge of an elevator at Britt, Ia.

J. A. Stein is in charge of Huefner's Elevator at Alma, Wis.

J. Gerber has taken charge of an elevator at Hannontown, Iowa.

Richard Leiser is in charge of the elevator at Hannaford, N. D.

James Peterson has taken charge of an elevator at Rowena, Minn.

Roy Kenyon has taken a position in the elevator at Absaraka, N. D.

James Elder has succeeded Mr. Meyers as grain buyer at Goodell, Iowa.

Peter Kinney, Jr., is buyer for Ward & Cadwell's elevator at Elkton, S. D.

Joseph Pelky has taken charge of the Peavey Elevator at Hovic, Minn.

Alex. Russell has taken charge of the Stadel Elevator at Walhalla, N. D.

S. H. Taylor again has charge of the Rosholt Elevator at Clifford, N. D.

J. B. Kinne is in charge of Doyle & Fischer's elevator at Wishek, N. D.

John Michelson is the new buyer at the Interstate Elevator in Florence, Minn.

Joseph Tomes is a new grain buyer for the Omaha Elevator Co. at Touhy, Neb.

M. Mahoney is managing the Farmers' Elevator at Norris, Minn., this season.

Ole Bjoen has been appointed grain buyer for the new elevator at LaSalle, Minn.

G. H. Goodfellow has secured a position in the Goodthunder (Minn.) Elevator.

Peter Hoganson is buying wheat at Honeyford, N. D., for the Thorpe Elevator Co.

Floyd Creaser is buying wheat for the Empire Elevator Co. at Langford, S. D.

Henry Schlottman is buying grain for the Star Elevator Co. at Courtland, Minn.

Wilhelm Thompson has taken charge of the Interstate Elevator at Fisher, Minn.

D. D. Tenny of Souris, N. D., has charge of the Anchor Elevator at Berthold, N. D.

Alfred Fitch is agent for the National Elevator at Ahercrombie, N. D., this season.

Ed. Hitchcock is running the Osborne-McMillan Elevator at Venlo, N. D., this season.

F. W. Gaffney has taken charge of the Anchor Elevator Co.'s house at Edmore, N. D.

J. G. Stewart has been appointed manager of the St. Anthony Elevator at Edmore, N. D.

Carl J. Berg is now in charge of the milling company's elevator at Sleepy Eye, Minn.

Thomas Bird has accepted the management of the Farmers' Elevator at Marcus, Iowa.

Geo. Erhes, Sr., is buying grain at Wilder, Minn., this season for the St. Johns Grain Co.

John Ewald has taken the position of buyer for the Bagley Elevator Co. at Bowdle, S. D.

Rasmus Bappe has been appointed hookkeeper for the Imperial Elevator Co. at Rugby, N. D.

Archie Balderson is grain buyer at Walla Walla, Wash., for the Tacoma (Wash.) Grain Co.

A. J. Anderson is in charge of the Albert Lea Milling Co.'s elevator at Twin Lakes, Minn.

S. H. Blair of Viola, Minn., has taken charge of the Minnesota Elevator at Ceylon, Minn.

Frank Sherwin has been appointed manager of the Business Men's Elevator at Alexandria, Minn.

Jens P. Jensen has been engaged as grain buyer at Kennedy, Minn., for the Western Grain Co.

G. S. Bender, who has been in charge of the Santa Fe Elevator at Winfield, Kan., has removed to Galveston, Texas, where he has assumed control of

an elevator. A Mr. Wilson of Kansas City succeeds Mr. Bender at Winfield.

Claire Heinsen has taken a position as buyer for the Hunting Elevator Co. at Rock Valley, Iowa.

E. Curtis is successor to J. B. Johnson as grain buyer for the Interstate Elevator at Monroe, S. D.

M. J. Cullen has succeeded Mr. Amsden as agent for the Great Western Elevator at Valley City, N. D.

Mike Fuchs, Jr., of Lake Henry, Minn., has charge of the Sunwold Elevator at North Paynesville, Minn.

Ingvald Peterson is now at Thompson, N. D., where he is employed by the M. and N. Elevator Co.

Archie Hamilton of Bathgate, N. D., has taken charge of the National Elevator at Hamilton, N. D.

Enock Engebretson has been placed in charge of the Security Elevator Company's house at Dawson, Minn.

Martin Bakke has succeeded Nils Peterson as buyer at the Great Western Elevator in Gibbon, Minn.

N. G. Blackstrom of Vega, Minn., has been appointed manager of the Independent Elevator at Donaldson, Minn.

S. S. Carlisle has retired from the grain firm of Newton & Co., at Adrian, Ill., and has been succeeded by Wm. Meyer.

R. W. Walker is now located at Bartlett, N. D., where he is buying grain for the St. Anthony and Dakota Elevator Co.

A. Yale, who succeeds T. H. Hatchard as auditor for the Crown Elevator Co., has taken up his residence at Aberdeen, S. D.

George B. Johnson, formerly of Hastings, Neb., is now on the road for the Moore Grain and Elevator Co., of Kansas City.

Thomas Carter, proprietor of a feed store at Elwood, Ind., was recently bitten in the hand by a rat. A painful injury resulted.

O. Matheny and C. Arnold have removed from Herman, Minn., to Rutland, N. D., where they have taken charge of an elevator.

A. J. Williamson, who has been representing the National Elevator Co. at Kempton, N. D., has been transferred to Brockett, N. D.

R. L. O'Brien, who is manager of a grain elevator at Oconomowoc, Wis., has moved his family to that place from Hartland, Wis.

Frank Smith, a well known grain and cattle dealer of Bloomfield, Iowa, has been adjudged insane and has been taken to a retreat.

William F. Wheatley, secretary of the Baltimore Corn and Flour Exchange, will be married to Miss Teresa Milholland of that city October 25.

Claude Malden has been appointed auditor for the Western Elevator Co.'s Minnesota houses. He will make Winona, Minn., his headquarters.

W. B. Spanswick, for some time with Dunaway, Ruckrigel & Co. of Ottawa, Ill., will take charge of his father's farm near Peru, Ill., in the spring.

Alex. Pryor, for a number of years agent at Wheaton, Minn., for the National Elevator Co., has been appointed traveling representative of that concern.

Chas. J. Peterson has removed from Toronto, S. D., to Aneta, N. D., where he has been engaged by the Imperial Elevator Co. to operate their new house.

A. J. Sauve of Gentilly, Minn., has been appointed a member of the board of grain appeals at Duluth to succeed John Gleason, of Crookston, Minn., resigned.

Manager Moe, of the Soo Elevator at Minot, N. D., met with a painful accident September 24 by striking his head against one of the bars that operate the scales.

John B. Murray, of Liberty, Mo., who has been in the grain inspection department at St. Louis, Mo., has resigned and has been succeeded by C. M. Towne, also of liberty.

A. Brand, of Two Harbors, Minn., has removed to Duluth, Minn., where he has taken a position in the grain inspection department under the railroad and warehouse commission.

T. M. Hitchcock, who has been buying grain at New Paynesville, Minn., for the Atlantic Elevator, has closed the house on account of poor crop and has taken a similar position with Wollen, Case & Co. at Belgrade, Minn.

B. L. Hogle, who has been in charge of the Crown Elevator Co.'s house at Stewart, Minn., has resigned and removed to Beardsley, Minn., where he has succeeded W. G. Smith as manager of the Duluth Elevator Co. Mr. Smith goes to Brown's Valley,

Minn., to take charge of the Duluth Elevator at that place. Wm. Rolf, of Brownston, Minn., has succeeded Mr. Hogle at Stewart.

Martin Knudson, formerly wheat buyer at Syre, Minn., has taken a position with the Thorpe Elevator Company at Twin Valley, Minn. Oliver Ellefson is now buyer at Syre.

Anton Erne has opened an office in the Board of Trade building at Duluth, Minn., and will direct his elevator business from that city. His former headquarters was at Harvey, N. D.

W. B. Burns, who has been representing a milling journal at Sioux City, Iowa, has taken a position with the Trans-Mississippi Grain Co., and will superintend a line of elevators.

H. B. Banks, who has been with the Midland Elevator Co. in connection with the Union Elevator at Joliet, Ill., now has charge of the company's cash grain business at the Chicago office.

A. O. Slattum has resigned as grain buyer at Sacred Heart, Minn., and has removed to Renville, Minn., where he has taken a position with the Victoria Elevator Co. H. H. Lien is now buyer at Sacred Heart.

John Wallin Hedges is now in charge of the Freeman Elevator at Elk Point, S. D. F. A. Stafford, the former manager, has located at Allen, Neb., where he is in charge of an elevator for the Fields & Slaughter Co.

H. R. Adams, vice-president of the Marseilles Manufacturing Co. of Marseilles, Ill., has a valuable map in his possession. It is a map of the United States, compiled in 1810 and published in 1820. It was presented to Mr. Adams during a visit in 1888 to Old Mexico, and was found among some rubbish. To show the enormous increase in the population of the United States since the map was published, it is only necessary to state that the population of the state of Illinois at that time was 12,282.

E. Olmstead Boyd, a prominent grain merchant of Baltimore, was seriously injured in a runaway accident September 20. It is alleged that Mr. Boyd's horse became frightened at the approach of an automobile. The collision with another carriage threw Mr. Boyd violently forward, and he struck the road on his head, and when picked up he was unconscious. Mr. Boyd is a member of the grain firm of Leishear, Boyd & Co., which was organized this year. Prior to this he was a member of the grain firm of Louis Muller & Co. He is a member of the Baltimore Chamber of Commerce and also a member of the Maryland Country Club.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month.]

C. Anderson, Logansport, Ind.
D. A. Robinson, Seattle, Wash.
H. J. Caldwell, of Caldwell, Barr & Co., Earl Park, Ind.

J. D. Shanahan, Chief Grain Inspector, Buffalo, N. Y.

Chas. McDonald, Jr., Chief Grain Inspector, Baltimore, Md.

Elgin Keith of Invincible Grain Cleaner Co., Silver Creek, N. Y.

Carl Prinz, of Prinz & Rau Manufacturing Co., Milwaukee, Wis.

Frank Barry, Commissioner National Board of Trade, Washington, D. C.

H. E. Furnas, Battle Creek, Mich., representing The S. Howes Co., Silver Creek, N. Y.

A. F. Shuler, Minneapolis, Minn., representing Huntley Mfg. Co., Silver Creek, N. Y.

E. A. Ordway, Kansas City, Mo., representing Invincible Grain Cleaner Co., Silver Creek, N. Y.

The jute bag mill in the Walla Walla penitentiary shut down on September 20 with a surplus of grain bags on hand. Contracts were made for 3,300 bales of jute to arrive in October and November for next year's manufacture.

A conference of grain inspectors was held at Kansas City in September. They agreed upon a type sample of No. 2 Hard Wheat for export. Those in attendance were W. H. Gooding of St. Louis, chief of the Missouri grain inspection department; S. P. Broughton, deputy grain inspector at St. Joseph, Mo.; B. J. Northrup of Kansas City, Kan., chief of the Kansas grain inspection department; John C. Fears of New Orleans, superintendent of the Illinois Central Railway elevators; Ed Robinson, chief grain inspector at New Orleans' Maritime Exchange, and Captain C. H. Evans, chief grain inspector at Port Arthur, Texas.

FIRES--CASUALTIES

One of the elevators at Dover, Minn., is reported to have been destroyed by fire.

One of the elevators at Stockdale, Ill., is reported to have been destroyed by fire recently.

Phillips & Aldrich, dealers in grain at Goldendale, Wash., recently sustained a loss of \$700 by fire; insurance \$500.

The Barker Elevator at Mishawaka, Ind., was struck by lightning September 27. The machinery was somewhat damaged.

E. D. Wallace's elevator at Hope, N. D., containing 8,000 bushels of grain, was burned recently. The plant was insured for \$500.

The Cargill Elevator Co.'s house at Page, N. D., gave way recently and about 2,000 bushels of wheat were let out on the railroad track.

The Rorer Grain and Elevator Co.'s elevator at Shawnee, Okla., which was being enlarged and repaired, collapsed September 13 and allowed 3,000 bushels of grain to escape.

The Hartley Grain Co.'s elevator at Goodland, Ind., was burned August 3 together with 300,000 bushels of oats. The loss is estimated at \$50,000, partially covered by insurance.

The Dakota Elevator at Fessenden, N. D., burned October 8. The fire is supposed to have started from a spark from a passing locomotive. Elevator Agent Lindgren was overcome by smoke.

W. J. Hawk's elevator at Buffalo, N. D., was struck by lightning recently and fired in a number of places. Prompt work extinguished the incipient flames before any serious damage resulted.

The York Road Feed Co.'s store at Merryman's lane and York road, Baltimore, was damaged to the extent of \$1,200 by fire September 26. The origin of the fire is unknown. The loss is covered by insurance.

The elevator of the Hunting Elevator Co. at Prairie du Chien, Wis., had a narrow escape from destruction by fire recently. A blaze started in some rubbish but was extinguished before it assumed large proportions.

The elevator of the Missouri Valley Milling Co. at Menoken, N. D., was burned recently. The capacity of the plant was 20,000 bushels and some new wheat had been brought in previous to the fire. The origin of the blaze is unknown.

The fire which destroyed Counselman & Co.'s elevator at Gilmore City, Iowa, September 8, caused a loss of \$9,000 to that firm. The fire started in an adjoining lumber yard and in addition to the elevator destroyed property valued at \$75,000.

The Dominion Elevator Co.'s house at Ninga, Man., collapsed September 21. The elevator was an old one and is such a complete wreck that it will have to be replaced by a new structure. There were about 9,000 bushels of wheat in the elevator when the accident occurred.

D. F. McLaughlin's elevator at Maza, N. D., containing a quantity of grain, collapsed September 19. The foundation gave way and the structure toppled over. The house was considered safe and the cause of the break is unknown. A new and larger elevator will be erected to take the place of the wrecked building.

A peculiar accident occurred at the Venice Elevator in St. Louis, recently, that resulted in the loss of 2,000 bushels of wheat. A bin in the upper portion of the building burst through one of the side walls and allowed the grain to fall a distance of over 75 feet into the slough below. The slough was filled with water and the grain is said to be a total loss.

The elevator of J. M. Current at Homer, Ill., was destroyed by fire September 17. The fire was discovered in the cupola about 7 p. m., but the cause is unknown. The house contained 9,600 bushels of oats and 100 bushels of corn. The grain was insured for \$4,500 and the building for \$2,500. The loss over and above the insurance is placed at \$2,500. On September 6 an elevator at State Line, Ill., also owned by Mr. Current, was burned. Both houses will be at once rebuilt.

Three elevators at Esmond, N. D., were destroyed by fire last month under circumstances that point strongly to incendiarism. On the night of September 25 the Great Western and Lahart elevators were burned. The fire started in the Great Western plant and was quickly communicated to the other house. There were about 7,000 bushels of flax in the Great Western Elevator and about 3,000 bush-

els of flax in the Lahart Elevator. A freight car loaded with flax and standing on the side track was also burned. The Monarch Elevator was burned September 28. This plant contained about 20,000 bushels of grain.

Workmen who were excavating for extensions to the St. Anthony Elevator Co.'s elevator at St. Anthony Park, Minneapolis, Minn., on September 11 discovered a collection of bones that are undoubtedly those of a man. The remains are believed to be those of Louis Melgrin, who was employed by the St. Anthony Elevator Co. in removing debris from the great fire of fifteen years ago. This fire occurred July 19, 1887, and on August 2 of that year a gang of men was put at work clearing up the ruins. On August 3 one of the walls of the burned structure collapsed and six men were killed. Melgrin was never seen alive after the catastrophe and it is very probable that the bones now unearthed are those of the unfortunate man.

P. MacNaughton Wright, a member of the Chicago Board of Trade, had a frightful experience in the Rock Island Elevator on Twelfth street, September 17. He entered the elevator to inspect some wheat and was about ready to leave the house when a sudden misstep caused him to fall over a chute. As he fell, Mr. Wright grasped the edge of the chute and called for assistance. The chute was about 100 feet from the bottom of the bin, and as there was no grain in the latter a drop to the bottom meant instant death. The noise of the machinery prevented Mr. Wright's cries for help being heard and he hung in the perilous position for fully twenty minutes. He was rapidly becoming exhausted when a workman appeared and, taking in the situation at a glance, reached down and pulled Mr. Wright up to safety. As soon as this was accomplished Mr. Wright fainted and was unconscious for nearly an hour. He says he would not go through a similar experience for all the grain in the West.

CROP REPORTS

The corn crop of Massachusetts is one of the poorest ever secured.

Corn and buckwheat in some sections of New York have been badly damaged by frosts.

The oats yield has averaged nearly 50 bushels to the acre in the entire valley region of South Dakota.

Geo. H. Phillips's circular says that when final returns are in the corn crop will be found to be not over 2,000,000,000 instead of 2,500,000,000 bushels.

The Wisconsin corn crop this year will be about 70 per cent of the average, according to the estimate of Secretary True of the state board of agriculture.

Some late corn in North Dakota was caught by the frost and severely injured, but the majority of the crop was so well advanced that it was not damaged.

In Idaho, Washington and Oregon weather has been favorable to harvesting. Wheat averages 20 to 28 bushels per acre; barley, 40 to 50; oats, 45 to 55, and flax 15.

The Weather Bureau report on South Dakota says that most of the corn damaged by frost will have a fair feeding value. Thrashing of small grain is well advanced.

One county in Minnesota reports that 75 per cent of the corn will be soft and barley fit to crib. It is believed there will be a shortage of good seed corn in the state.

The final crop report of the Northern Pacific indicates that the heavy frosts throughout the Northwest destroyed 15 to 30 per cent of the late corn and flax. Oats, wheat, barley and rye have yielded well.

The oats yield of Oregon is placed at 10 per cent below the average, but at the time the last available estimates were made there was a considerable quantity of the grain that had not been thrashed and the figures on the crop are therefore not final.

Labor Commissioner C. E. Watson gives Nebraska a corn acreage of 5,516,801 and estimates the yield at 176,000,000 bushels. Chas. T. Neal, representing J. F. Harris & Co., says the estimate is too low and that Nebraska will have nearly 300,000,000 bushels of corn this year.

The report of A. H. Bewster, secretary-treasurer of the Nebraska Grain Dealers' Association, places the acreage of oats for the state at 1,670,599 and the yield at 52,144,119 bushels; spring wheat acreage 633,971, yield 8,083,130 bushels; winter wheat acreage 1,903,658, yield 44,735,963 bushels. The

oats crop is figured on the basis of acreage being harvested. Twelve per cent of the acreage sown was a total loss.

While late corn in some of the Northern counties of Missouri was damaged by frost the greater portion of the crop has been saved. Cutting is well along and in some sections has been completed.

Secretary Smiley of the Kansas Grain Dealers' Association places the Kansas corn crop at 200,000,000 bushels. The government estimates is 310,000,000 bushels. Geo. M. Randall, secretary of the Kansas State Millers' Association, says that the wheat acreage this fall will be 10 per cent greater than that of last year.

The Washington State Grain Commission has finished its work. Inspector Arrasmith says: "The crop of the state as a whole has been good. It is in my estimate as far as quality is concerned as good as I have ever seen. Oats this year have turned out exceptionally fine. Barley is only fair, although in some sections the yield has been very heavy."

A special crop bulletin issued by the Iowa Agricultural Department on September 30 says that plowing, seeding and corn cutting have been interrupted by wet weather. Special reports indicate 40 to 50 per cent of the extra heavy corn crop will be below the marketable standard. At a conference of hail insurance adjusters held in Des Moines early in October representatives from all sections of the state were present and declared that the corn crop would not be better than half an average yield. The reports of damage to the oat crop of the state have not been modified.

The official report of the Ohio Department of Agriculture, dated October 1, says the very excellent corn prospect indicated a month ago has been somewhat disturbed by unfavorable weather conditions. Corn cutting began a little later than usual and a great area is still uncut. Notwithstanding late unfavorable conditions, the corn crop will be large, but there will be a great deal of it that will not be merchantable. Oats show a most abundant yield per acre. With very rare exceptions the crop is heavy throughout the state. The total product will exceed by more than ten million bushels the crop of last year.

The monthly report of the statistician of the department of agriculture shows the average condition of corn on October 1 to have been 79.6, as compared with 84.3 last month, 52.1 on October 1, 1901, and 77.7 the mean of the October averages of the last ten years. The following table shows for the principal states the averages of condition on October 1, the corresponding averages one month ago and one year ago, and the mean of the corresponding averages for the last ten years:

State.	This month.	Last month.	Oct. 1, 1901.	Ten yr. av.
Illinois	94	94	51	81
Iowa	76	91	59	82
Kansas	87	91	21	62
Nebraska	86	101	35	64
Missouri	104	102	31	79
Texas	38	37	46	76
Indiana	97	99	51	82
Ohio	88	93	63	83
S. Dakota	53	78	69	77
Oklahoma	79	80	20	..
Wisconsin	57	88	71	84
Pennsylvania	86	90	93	83
Minnesota	62	89	75	87
Michigan	67	70	90	82

The preliminary estimate of the average yield per acre of spring wheat is 14.4 bushels, subject to revision when the final wheat estimate is made. The average quality of spring wheat is 87.7. The preliminary estimate of the average yield per acre of oats is 34.5 bushels, as compared with 25.1 bushels on October 1, 1901, and 26.8 bushels the mean of the October estimates for the last ten years. The present estimate of yield per acre is the largest ever reported by the department of agriculture. The following table shows, for the principal states, the averages of yield per acre as estimated on October 1, the corresponding averages one year ago and the mean of the corresponding averages for the last ten years:

States.	This month.	Oct. 1, 1901.	Ten year Average.
Illinois	37.7	28.2	30.3
Iowa	30.4	29.8	30.9
Wisconsin	39.9	29.1	32.0
Minnesota	39.0	32.1	31.1
Nebraska	34.6	19.8	23.4
Indiana	35.4	28.6	29.0
New York	40.0	21.6	27.5
Pennsylvania	37.0	18.9	26.8
Ohio	41.1	31.5	30.8
Michigan	39.7	29.0	29.0

The average for quality is 88.7, against 83.7 last year and 89.2 in 1900. The preliminary estimate of yield per acre of barley is 29.0 bushels, against 24.7 bushels on October 1, 1901, and 23.3 the mean of October averages of the last ten years. The average for quality is 87.3, against 89.2 last year.

COMMISSION

Herbert Ware, of the Chicago Board of Trade, has returned from Europe.

R. G. Chandler, a member of the Chicago Board of Trade, has recovered from an attack of typhoid fever.

M. L. Hinchee has opened an office at Beaumont, Tex., and will do a commission business in grain, flour, etc.

George H. Phillips has closed both his Buffalo and New York offices, as his Chicago interests require his full time.

The Ambrose Commission Co. has succeeded to the business of the firm of Tallman & Sawyer, grain, etc., Nevada, Mo.

Samuel B. Cadow, for a number of years with Carrington, Hannah & Co., of Chicago, has engaged in the commission business on his own account.

S. R. Parke, recently manager for H. H. Randolph of Decatur, Ill., has accepted a position as manager of the branch at Creston, Iowa, of the Weare Commission Co. of Chicago, Ill.

The E. Huntington Pratt Co. of Chicago has been incorporated with a capital stock of \$25,000 to do a general commission business. The incorporators are E. Huntington Pratt, H. L. Howard and B. A. Pratt.

Van Ness & Wilson of Chicago are remembering their friends by the presentation through the mail of a handsome match safe made in the form of a book with the firm name stamped in gold on the outside cover.

John J. Gardner, a 20-year-old youth who enjoyed the distinction of being the youngest member of the Chicago Board of Trade, has been expelled for selling 150,000 bushels of oats short with no money to protect the trade.

C. A. Foster, of Carnegie, Pa., who has been in the grain business for more than twenty years, will about October 15 move his wholesale grain business to the McCance block, corner of Seventh avenue and Smithfield street, Pittsburg, Pa.

Articles of incorporation have been filed by Tarrant & King, of New York City. The directors are Wm. Bacheller, P. T. King and A. C. Goodman, and the capital stock is \$50,000. The new corporation will deal in stocks, grain and cotton.

Stratton, Hammond & Fowler, commission grain at West Superior, Wis., have incorporated as the Stratton, Hammond & Fowler Co. Lyman T. Powell, Fred B. Southern and L. Hanson are the incorporators and the capital stock is \$10,000.

On September 25 the following notice appeared on the bulletin board of the Chicago Board of Trade: "All parties having open trades with Greig & Wolff will please transfer same to Armour & Co. All transfers to-day will be taken care of by Greig & Wolff."

Karrick, Gray & Williams of Chicago are emphasizing the fact that they can make money for their patrons by sending them a neat melton leather book for bills. On the inside of the book is the firm name with the various exchanges of which they are members.

The statement of the assignee of the Syracuse (N. Y.) Stock and Grain Co. shows liabilities of \$134,303.31, nominal assets of \$16,223.79 and actual assets of \$1,503.79. The E. J. Forrest Co. is reported to have been organized to continue the business of the defunct concern.

It is stated that if the suit of Ulric King, trustee in bankruptcy of the George H. Phillips Company, Chicago, against the Bank of Montreal, mention of which is made elsewhere in this paper, is successful, creditors of the Phillips company will receive almost 50 per cent of their claims.

The J. Rosenbaum Grain Co., Chicago, is making a number of changes in its offices in the Rialto Building to give greater convenience to its working force, which has been increased recently on account of a busy season. Some new rooms were added and additional private offices secured by the erection of partitions in the office proper. Then, new fixtures and furniture has been put in, giving every department an appearance of neatness and convenience.

Edward, Wood & Co. of St. Paul secured an injunction September 25 restraining the board of directors of the Milwaukee Chamber of Commerce from hearing or trying charges against the firm preferred by the committee on market reports of that

body. The injunction was issued on the ground that the firm is no longer a member of the Chamber and the board no longer had jurisdiction over it and that the alleged committee is not one recognized in the charter of the Chamber.

C. A. Burks, formerly a stockholder in the Burks Grain and Elevator Co., of Decatur, Ill., and Detroit, Mich., has taken over the business of the Illinois Grain Co., formerly operated by him for the Burks Grain and Elevator Co. The latter company now has no connection with the Illinois Grain Co.

The Chicago commission firm of Counselman & Day will be dissolved November 1 by the retirement of Albert M. Day. The partnership was formed eighteen years ago and was for a number of years composed of Mr. Day and Charles Counselman. Charles G. Smith and Henry Sturtivant subsequently became members and with Mr. Counselman will continue the business. Mr. Day will sail for Europe about the middle of November and expects to remain abroad indefinitely.

BARLEY AND MALT

F. Knüttel of Charlottenburg, Berlin, Germany, has been granted a British patent on malting drums.

One quarter section near Frederick, S. D., is reported to have yielded 7,000 bushels of barley this season.

The Manhattan Malting Co. of Bozeman, Mont., is testing a new barley grown in the vicinity of Bozeman.

The yield of barley in territory adjacent to Dayton, Wash., was from 40 to 80 bushels to the acre this year.

Wm. P. Rice of Chicago has been granted United States letters patent on an apparatus for conveying grain in malt houses.

High prices are being paid for barley at Chilton, Wis., owing to the competition between a local elevator firm and the malt houses at that place.

Articles of incorporation have been filed by the Southern Malting Company of Louisville, Ky. The capital stock is \$10,000 and the incorporators are Henry A. Kraft, Henry C. Kraft and Gottlieb Layer.

The Burlington Malting Co.'s plant at Burlington, Wis., was burned October 8. The structure contained about 50,000 bushels of barley and malt, all of which is a total loss. The loss is placed at \$92,000, with insurance of \$75,000. The fire occurred at noon and started from an unknown cause.

The first annual meeting of the Red Wing (Minn.) Malting Company was held recently and the following officers were re-elected: J. H. Rich, president; Tams Bixby, vice-president; C. A. Betcher, treasurer, and W. C. Krise, secretary. L. S. Gillette, of Minneapolis, was elected to membership on the board of directors in place of H. V. Van Smith.

The September report of the Cincinnati Chamber of Commerce shows that receipts of barley at that point for the month were 23,830 bushels, against 158,365 bushels for the corresponding month last year. The shipments were 207 bushels, against 4,176 bushels for the preceding September. The receipts of malt aggregated 81,010 bushels for September, 1902, against 79,564 bushels for September, 1901. The shipments of malt were 31,652 bushels against 44,486 bushels for September of last year.

IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
August, 1901.....	20	\$	18
August, 1902.....	52		35
Eight mo. end. August, 1901...	5,379		2,443
Eight mo. end. August, 1902...	5,332		3,140

EXPORTS—			
August, 1901.....	798,699		354,419
August, 1902.....	1,592,818		776,669
Eight mo. end. August, 1901...	2,583,318		1,172,012
Eight mo. end. August, 1902...	3,503,093		1,756,885

BARLEY AND MALT.			
Imports—			
August, 1901.....	..		..
August, 1902.....	200		166
Eight mo. end. August, 1901...	2,641		2,571
Eight mo. end. August, 1902...	2,405		2,672
EXPORTS—			
August, 1901.....	33,547		22,634
August, 1902.....	33,922		24,410
Eight mo. end. August, 1901...	267,693		181,676
Eight mo. end. August, 1902...	289,140		193,504

SEEDS

The Baylis Seed Co., of Goodrich, Me., has recently purchased a large farm near that place.

G. S. Mann is reported to have engaged in the wholesale and retail seed trade at Portland, Ore.

Funk Bros. Seed Co. had a novel exhibit of seed corn at the recent Illinois State Fair at Springfield.

Harry L. Holmes, a dealer in seeds at Harrisburg, Pa., has been succeeded by the Holmes Seed Co.

W. P. Weber of Santa Barbara, Cal., says that 450 carloads of seed beans are annually sent east in bulk.

O. A. Talbott & Co., of Osceola, Iowa, are very extensive handlers of timothy seed and are very busy at this time.

N. J. Burt & Co., Burlington, Iowa, are adding a Special No. 7 Clipper Cleaner to their outfit for handling onion sets.

The Alfred J. Brow Seed Co., of Grand Rapids, Mich., a copartnership, has succeeded the corporation of the same name.

Ralph Earnest of Albert Dickenson & Co., seeds, Chicago, was at Wichita, Kan., recently in search of a location for a branch house.

The seed business of Buell Lamberson Sons at Portland, Ore., is reported to have been purchased by the Portland Seed Company.

Funk Bros. Seed Company of Bloomington, Ill., are installing a No. 9 Brush Dustless Special Air Clipper Cleaner in their seed house.

The experimental seed farm of Col. E. H. Morrison, near Fairfield, Wash., has proven successful. The soil and climate are said to be well adapted to the production of high class seeds.

J. M. McCulloughs' Sons of Cincinnati are adding to their seed house equipment two No. 9 Special Traveling Brush Clipper Cleaners. This makes six of these machines they have installed this season.

Reports on the clover seed crop received by C. A. King & Co., of Toledo, continue to show a very irregular but below average crop. Foreign advices say that the European crop will be a short one.

It is stated that a number of the large seed raisers are quietly abandoning their holdings in the San Joaquin and Sacramento valleys of California and increasing the acreage in the Santa Clara valley, that state.

M. J. Shields & Co. of Moscow, Idaho, completed harvesting their grass seed crop October 1. From 1,200 acres over 200,000 pounds of grass seed was secured, in addition to over 1,800 tons of hay. Mr. Shields is putting in a seed cleaner and reports a large number of orders on hand.

The exhibit of type samples of seeds by the Toledo Produce Exchange at the Peoria convention of the Grain Dealers' National Association attracted a great deal of attention and many complimentary remarks were heard regarding the attractive way in which the samples were displayed.

C. A. King & Co., of Toledo, Ohio, say relative to clover seed: "There has been an increased trade in futures, but receipts have been disappointing. Crop late and threshing delayed by wet weather. More cut for hay than usual. Acreage reduced and crop below an average. September receipts here were about 14,000 bags. This is the smallest of any recent September. Year ago they were 25,400 bags, compared with 16,500 two years ago, 27,000 three years ago, and 39,500 in 1897. Shipments small, but nearly as large as year ago. October receipts are generally the largest. They were 32,000 last year, 20,000 two years ago, 40,000 in 1899, and 56,000 in 1897."

The State Board of Equalization has raised the assessment on Minneapolis elevators 75 per cent. The original assessment was only \$198,000, against \$283,000 two years ago.

West Superior grain men will make an effort to secure better rates on grain from South Dakota and Duluth interests will be asked to co-operate with them. The Superior men say they are discriminated against in favor of Minneapolis.

The Cincinnati Chamber of Commerce has appointed a delegation to attend the convention of the Ohio Valley Improvement Association, to be held at Parkersburg, W. Va., November 11 and 12. The project for the improvement of the Ohio river and its tributaries, which is being fostered by the association, has been approved by the chamber.

TRANSPORTATION

The Pennsylvania Railroad has placed an order for 15,000 new steel cars.

An official of the Burlington is quoted as saying that an empty car from the last of September until spring would be a rarity.

The movement of grain from Duluth via water has been very active for the last two weeks and elevator stocks are light.

The Canadian Northern road expects to move 15,000,000 bushels of wheat from the Northwest to Lake Superior this season.

The Canadian Pacific has announced that no reduction on grain rates will be made to Fort William on outgoing grain this year.

Rail and lake shipments of wheat from West Superior, Wis., were backward this season and did not reach their usual volume until about October 1.

A western firm is sending large quantities of grain abroad through Portland, Me. It is stated that the grain goes forward in vessels chartered by the company.

Ocean freight rates from Pacific Coast ports have become demoralized owing to the disengaged tonnage that is piling up in every harbor of prominence along the coast.

There is not much grain tonnage offering at Chicago and one or two boats a day are all that are needed to fill the demand. Rates still hold on a basis of 1½ cents to Buffalo.

The first new crop wheat intended for export which moved altogether through Canadian channels was taken by the Canada Atlantic steamer Ottawa, which loaded at Port Arthur September 29.

The Ashdale & Thompson Railway Co. has been incorporated to build a railroad from Ashdale to Thompson in Carroll County, Ill. The incorporators are officials of the C., M. & St. P., and the latter road is said to be backing the new project.

The British ship Glenholm was the first vessel to clear from Tacoma, Wash., with a cargo of new crop grain. She sailed September 16, carrying 52,866 sacks of wheat, consigned by Balfour, Guthrie & Co. to Queeustown, Falmouth or Plymouth for orders.

Joseph McCabe, vice-president and general manager of the Washington and Columbia River railway stated that on October 1 there were 3,000,000 bushels of wheat warehoused along the line. It will take 50 to 60 cars a day for two months to move this grain.

The New Orleans and Northeastern railway has joined the Mobile and Ohio in rebilling rates to Hattiesburg, Miss., on grain and grain products from St. Louis, based on established differentials above Meridian and Jackson. This reduces the rate from 25 to 14 cents.

The receipts of wheat at Minneapolis by the Minneapolis Eastern Railway were so great that on September 30 the Great Northern was compelled to notify the Terminal Dispatch Association that no cars could be accepted from the Minneapolis Eastern until some future date.

It is estimated that there will be 15,000,000 bushels of wheat handled from the Canadian ports through Midland, Ont., for the season. The Turret Chief, recently brought from England to engage in the lake grain trade, has arrived at Midland with a cargo of 105,000 bushels of wheat.

The Northern Pacific will, according to a semi-official report, next year deliver all grain for the head of the lakes in Duluth and distribute it from that point. It is claimed that considerable time will be saved by inspecting the cars at Duluth and then delivering them to the elevators to which they are consigned.

The Canadian Lake and Ocean Navigation Co. has been organized with a capital stock of \$950,000 to engage in the grain trade on the great lakes. The company has purchased five large steamers, three of which are to be put on the upper lakes to engage in this fall's grain trade. The other two boats will probably be retained in the coastwise trade and brought to the lakes next season.

The Howard Transportation Co. of Chicago has recently purchased the barge O. J. Hale and is rebuilding the vessel for the purpose of transferring grain from South Chicago to the elevators on the Chicago river. The railroads for years have enjoyed a considerable business from these short transfers of grain, brought here for delivery. With the Hale, it is said, large purchases may be transferred

cheaply and with better dispatch to any elevator in the river than the railroads can provide.

The Pennsylvania Railroad Company has extended the ex-lake grain rates from Erie to Baltimore, on export grain, to November 15.

The Thornton & Chester Milling Co. of Buffalo has completed a lighter for transferring wheat from large vessels to the mill elevator. The lighter is built on a new plan, the bottom being made up of a succession of hoppers, so that the grain will all flow to the elevator without shoveling. The capacity is 25,000 bushels.

There was considerable complaint during the latter part of September on account of the delay by railroads in moving grain from Northwestern points. Receipts at country elevators have been large, and in some instances side tracks have been filled with loaded cars which were held from three to five days before being moved. The situation has been somewhat relieved of late and at the present time grain is coming forward more satisfactorily.

The Missouri Railroad and Warehouse Commissioners have issued a reconsignment order stating that railways have a legal right to charge a reconsignment fee of \$2 a car. The St. Louis Traffic Bureau states that it was not notified of a hearing before the commission, at which the reconsignment of grain at the market would be taken up, and the commission has been petitioned to reopen the case and grant the grain shippers and receivers of St. Louis a hearing.

FOREIGN NEWS

Italy's wheat crop is estimated at 131,208,000 bushels, or 19,880,000 bushels less than a year ago.

The exportations of cereals and other products from Turkey have been prohibited until further notice.

Germany's crops are estimated at an average yield only, which means that there will be a deficit that will have to be imported.

The German tariff commission proposes to tax certain food stuffs as follows per 220.46 pounds: Rye, \$1.67; wheat, \$1.79; barley, \$2.14; buckwheat, \$1.67.

The French wheat crop is estimated by the best authorities at 348,000,000 (minimum) to 382,000,000 bushels (maximum) against an official estimate in 1901 of 304,000,000 bushels.

Owing to a slow rise of the Nile in Egypt a poor crop next season is predicted; and the grain dealers at Assouan are buying all the grain they can get hold of and holding it for a speculative rise.

Bids were invited for October 10 for the construction and operation at Madrid, Spain, of a public granary for the purchase, sale and warehousing of all kinds of grain and flour. Bids must be accompanied by plan and description of the proposed edifice, and by a provisional deposit of 125,000 pesetas (\$24,125). American exporters of flour and grain may be interested in establishing connection with such a warehouse, and might possibly find it advantageous to unite with Spanish parties in its construction and operation.

Russian grain exporters' attempts to swindle their foreign customers in the trade still continues, and recently several cargoes of wheat offered for exportation were found to contain 18 per cent of sand, dirt and offal, while one cargo contained 25 per cent of foreign matter. The Russian minister of finance has ordered a rigid investigation of this abuse, following a demand for such an investigation made by British exporters. Henceforth every vessel carrying Russian grain will be furnished with an official declaration as to its weight and quality.

Consul Heenan at Odessa on August 18 reported to the State Department that with the single exception of flaxseed, which is almost an absolute failure, Russia's crops for the present season are the largest that country has produced any year during the last ten. The report was published on September 18, and says: "The wheat harvest is exceptionally large, barley and rye have been much above the average in quantity. It is feared that flaxseed will have to be imported from Argentina. The above data does not apply to Siberia. Reports from that section are very unfavorable."

A recent French consular report states that in Castile, which is considered the granary of Spain, the crop this year has been very good, and has surpassed all expectations. The crop amounts to 124,872,000 bushels, which, added to the 25,542,000 bushels already in stock, makes a total of 150,414,000 bushels. Deducting from this annual home con-

sumption, there remains a surplus of over 56,760,000 bushels available for exportation. This year's quality is above the average, but owing to the small demand up to the present, prices are weak.

LATE PATENTS

Issued on September 9, 1902.

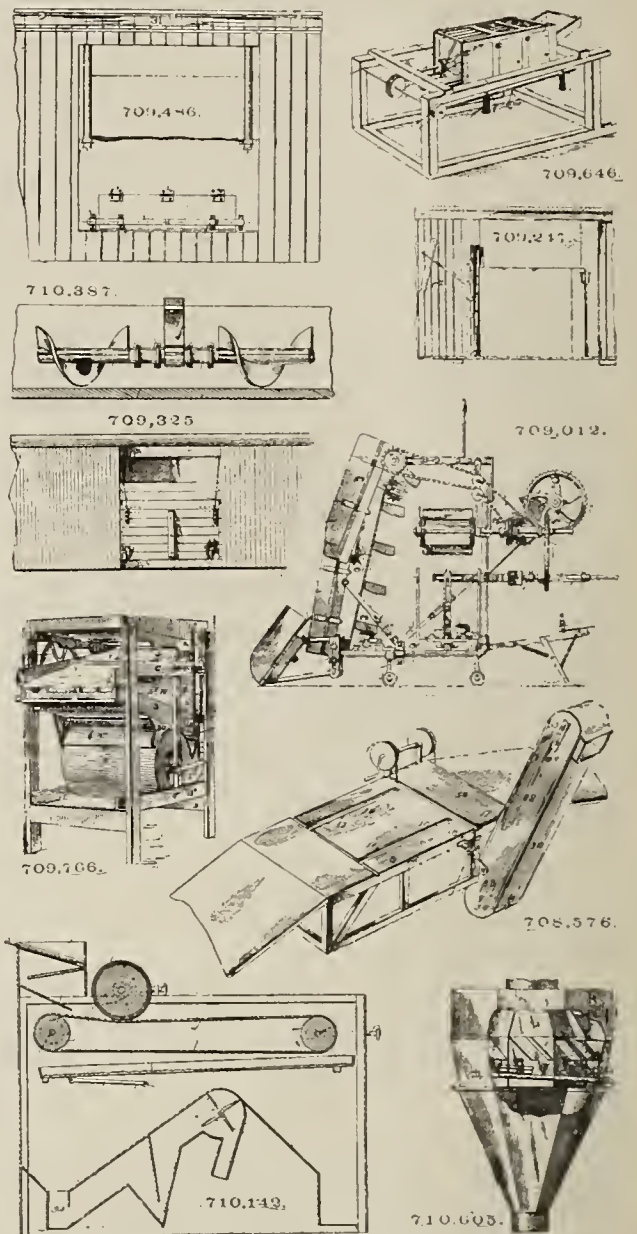
Fireproof Flooring.—Chas. F. Haglin, Minneapolis, Minn. Filed May 23, 1901. No. 708,764.

Grain Elevator.—Wm. M. McCammon and Chas. A. Lee, Formoso, Kan. Filed April 15, 1902. No. 708,576. See cut.

Issued on September 16, 1902.

Grain Car Door.—Alonzo L. Hook, Coffeyville, Kan. Filed May 2, 1902. No. 709,325. See cut.

Grain Car Door.—Geo. Stirrett, Brandon, Canada. Filed Sept. 13, 1901. No. 709,247. See cut.



Grain Elevating Machine.—Martin W. Heyeuga, near Emden, Ill. Filed June 8, 1901. No. 709,012. See cut.

Issued on September 23, 1902.

Bean Separator.—Wm. F. Pillmore and David Anderegg, Westernville, N. Y. Filed March 11, 1902. No. 709,646. See cut.

Grain Door for Cars.—Louis A. Hoerr, St. Louis, Mo. Filed Aug. 29, 1901. No. 709,486. See cut.

Seed Cleaner and Grain Separator.—Benjamin F. Hatfield, Dublin, Ind. Filed November 15, 1901. No. 709,766. See cut.

Issued on September 30, 1902.

Bean Cleaning Machine.—Geo. R. Davidson, Lenox, Mich. Filed November 14, 1901. No. 710,142. See cut.

Spiral Conveyor.—Carey G. Williams, Daltou, Iowa. Filed March 26, 1902. No. 710,387. See cut.

Issued on October 7, 1902.

Dust Collector or Separator.—Wm. S. Osborne and Elwin C. Bryant, St. Louis, Mo. Filed December 17, 1900. No. 710,605. See cut.

The Tilsonburg, Lake Erie & Pacific Railway Co. will extend its line from Ingersoll to Collingwood, Ont. The line is completed from Burwell to Ingersoll.

FLAXSEED

An addition has been built to the Farmers' Elevator at Milbank, S. D., for the purpose of handling flax.

The first carload of flax sent out from Park River, N. D., this season was shipped by Agent Johnston of the Imperial Elevator.

According to Minnesota elevator men more flax was marketed up to September 15 than for the same time in any preceding year.

Hugo Muench, United States consul at Zittau, states that there is a good market for American flax fiber in Germany and Bohemia.

Negotiations are said to be pending for the formation of a stock company to take over the linseed oil mills of Body & Noakes at Winnipeg, Man.

Reports from Rio Vista, Cal., state that 2,000 acres planted to flax near that place indicate that the plant can be successfully grown in that state.

A staff correspondent of the Portland Oregonian says that over 50,000 acres of the Clearwater Valley are in flax this year and that the crop averages 15 bushels to the acre.

The assessors' reports from North Dakota—estimating six counties—indicate a flaxseed area of 1,950,000, compared with 1,505,000 acres by the same authorities last year.

The linseed crushing capacity of the country has increased 32 per cent within the past year by the erection of new mills and the enlargement of old ones. Stocks of oil are light.

In the proposed removal of another flax mill from Ohio to the Northwest a Minneapolis paper sees emphasis of the growing tendency to locate manufactures near the source of supply of raw material.

Professor H. L. Bolley of the North Dakota Agricultural College has been advised by grain men and farmers to continue his investigations of flax wilt diseases with a view to educating the farmers to the proper method of handling this crop.

The Duluth Commercial Record estimates the Argentine flaxseed area at between 2,300,000 and 2,500,000 acres. In 1900-01 the total crop from 1,511,000 acres was approximately 400,000 tons, or 16,000,000 bushels, indicating a yield averaging about 11 bushels to the acre.

The first new Minnesota flaxseed was received in Minneapolis, August 13. Three cars arrived on that date. The seed was fine and graded No. 1 Northwestern. The Albert Dickinson Company took the three cars at \$1.39. On the same date last year there were 26 cars of new flax in Minneapolis.

The following have been elected directors of the American Linseed Co. for the ensuing year: J. D. Rockefeller, Jr., F. T. Gates, E. P. Prentice, G. W. Murray, L. M. Bowers, J. A. MacLean, G. G. Major, R. H. Adams, H. P. Wise, A. M. Eddy, G. B. Rogers, E. Z. Cary, F. J. Lovatt, W. H. Jones and J. W. Hurst.

Although flax prices at Minneapolis have declined very materially and are still going down, there are some dealers who say that the decline is unwarranted. One authority says that not more than 15 per cent of North Dakota flax will grade No. 1. He predicts that November flax will sell for \$1.50 and that May flax will bring \$2.

The Canadian Midland Linseed Co., with headquarters at Winnipeg, Man., has filed application for a charter. The capital stock is \$500,000 and the incorporators are: Eldredge C. Warner, president of the Midland Linseed Oil Co., Minneapolis, Minn.; Sumner T. McKnight, capitalist, Minneapolis; George Frank Piper, manufacturer, Minneapolis; George C. Christian, miller, Minneapolis; Walter Donald Douglas, capitalist, Cedar Rapids, Iowa.

The capitalization of the Midland Linseed Oil Company of Minneapolis turns out to be \$2,250,000, of which \$750,000 is preferred and the remainder common stock, fully paid up. The list of those interested in the concern shows some old linseed oil people who were originally in the American Linseed Company and were successful crushers. One of these was W. O. Douglass of Cedar Rapids, Iowa. He is mentioned first on the board of directors. Another director is G. F. Piper of Minneapolis. The president of the company is E. C. Warner, the vice president E. C. Bisbee, and the secretary and treasurer E. C. Stone.

Delphin Destomb, of Paris, one of the largest French importers of flaxseed, was in Duluth recently arranging for connection there. He stated that every exporting flax country is sending more seed than promised in advance. Russia alone sends

discouraging reports, but he added that Russia will ship more than it did last year, which was 50,000 tons. Morocco and Algiers will ship 50,000 tons. Europe has so far received 570,000 tons this year and will get 75,000 tons from India and the Argentine old crop, leaving 150,000 tons to be drawn from America to fill maximum requirements, which are 800,000 tons. America, he believes, should have at least 200,000 tons to export. The Argentine new crop will be ready in January, and on an average yield with the acreage seeded should aggregate 500,000 tons or more, against a record crop of 365,000 tons in 1900, and nearly as much this year.

NEW GRADES FOR OATS AT CINCINNATI.

The Board of Directors of the Cincinnati Chamber of Commerce on October 7 adopted the following new grading of oats on the recommendation of the Grain Inspection Committee of the Chamber:

No. 2 white shall be not less than seven-eighths white, sound and reasonably clean.

No. 3 white shall be not less than seven-eighths white, slightly stained, or mixed with other grain, and reasonably clean.

No. 4 white shall include all sound oats, about seven-eighths white, stained, light weight, badly mixed with other grain, or from any other cause unfit for No. 3.

No. 3 mixed shall be sound, too light, too much stained or mixed with other grain for No. 2.

No. 4 mixed shall include all sound oats, light weight, badly stained, badly mixed with other grain, or from any other cause unfit for No. 3.

Rejected shall include all unsound oats, badly mixed with other grain, dirty, or from any other cause unfit for No. 4.

Formerly there was no grade below No. 3 for either white or mixed. It was deemed advisable to provide for a grade of No. 4 this year in order to differentiate the poor quality of the arrivals. In this way there will not be such a wide range in quotations for rejected oats.

Farmers of Bell County, Texas, are said to have organized corn clubs to employ a man to go to the Territories or Kansas and buy corn direct from the farmers there.

The shipments of wheat, flour and barley from Portland for the month ending September 30 were the largest on record for the month of September. Flour shipments were over 100,000 barrels, and enough wheat was cleared to bring the total, flour included, in wheat measure up to 1,155,469 bushels.

The State Board of Railroad Commissioners of South Dakota has endeavored to ascertain the total of shipments of grain through elevators in that state. In response to an inquiry, 37 per cent of the houses reported their business, on the basis of which it is estimated that during the crop year 1901-02 the aggregate quantity of grain purchased was as follows: Wheat, 37,800,000 bushels; barley 5,837,000 bushels; rye, 265,000 bushels; flax, 2,273,000 bushels.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FOR SALE.

Marine fire box boiler 12 ft., 6 in. by 15 ft. Will sell cheap for cash.

EDWARD HINES LUMBER CO., Chicago.

FOR SALE.

Two Smith Lift Dumps, almost new. Will sell for reasonable price.

MATTOON ELEVATOR CO., Mattoon, Ill.

FOR SALE.

Second-hand gas and gasoline engines bought, sold or exchanged. Address

J. M. JOHNSTON, 216 Lake St., Chicago.

OAT CLIPPERS.

For sale, two No. 9 Invincible Oat Clippers; used but little; as good as new; price reasonable. Address

W. D. JUDD, St. Louis, Mo.

FOR SALE.

We have a large stock of boilers, engines, steam pumps and pulleys for sale. Write for specifications and prices to

PHILIP SMITH, Sidney, Ohio.

POWER.

For sale, Corliss Engines, good as new.

Contracts for entire steam installations.

Old plants taken in exchange or bought outright.

THE BONUS STEAM AND STEEL ECONOMY CO., 167 Lake st., Chicago.

SEED CLEANER FOR SALE.

A No. 6 Monitor seed cleaner, made in Silver Creek, N. Y.; in first-class condition. Having gone out of the seed business we want to dispose of same.

PARR & JOHNSTON, 219 South St., Baltimore, Md.

ELEVATOR FOR SALE.

Elevator and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bushels; gasoline engine and dump. Good opening for right man. For particulars inquire of

N. H. HALDERMAN, Mt. Carroll, Ill.

RESULTS FOLLOW.

A liner advertisement in the "American Elevator and Grain Trade" will help you sell or rent your elevator, or sell your second-hand machinery. If you want to reach grain dealers, try an advertisement in this department. Results follow.

FOR SALE.

One 20-horsepower Edison Electric Motor.

One oat clipper, capacity 2,500 bushels.

One wheat cleaner.

One improved dustless corn sheller.

All new and in good repair. Address

BERRY-HORN COAL CO., Bank of Commerce Bldg., St. Louis, Mo.

MICHIGAN ELEVATOR.

For sale, 5,000-bushel elevator in Central Michigan. Is one of the best grain, bean and hay sections of the state. Thoroughly equipped with grain and bean handling machinery; hay, coal sheds, etc. Enjoys nice retail trade in coal, wood, cement, lime and feed. Good reasons for wishing to sell. For price address

N. B. H., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

GASOLINE ENGINES.

Gasoline engines for sale or exchange for Minnesota or Dakota lands. Address

McDONALD, 36 W. Randolph St., Chicago.

WANTED.

Well located elevator property for improved Iowa farm. Wish to engage in business and will trade on right basis. Give full particulars first letter. Address

IOWA, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

NO MORE MUSTY CORN.

Use Beale's Adjustable Corn Crib Ventilators. Allows you to build cribs 16 to 24 feet wide. Saves 30 per cent in building material. No more musty corn. Write to

N. S. BEALE, Tama, Iowa.

USE THE BEST.

Sawred advertisers who want results use the columns of the "American Elevator and Grain Trade." Its twenty years' acquaintance with the grain dealers of the country makes it a paying medium for its patrons.

SITES FOR GRAIN ELEVATORS.

Sites for grain elevators can be secured on the line of the Belt Railway of Chicago, known as the "Inner Belt." Industries on The Belt have the advantage of competitive rates, ample car supply and quick movement of cars. For further information address

B. THOMAS, President and General Manager, Room 15, Dearborn Station, Chicago.

E. R. Ulrich & Sons,**SHIPPERS OF WESTERN GRAIN.**

Especially High Grade White and Yellow Corn.

Elevators along the lines of the following railroads in Central Illinois: WABASH; CHICAGO & ALTON; I. C.; C. P. & ST. L. and PAWNEE.

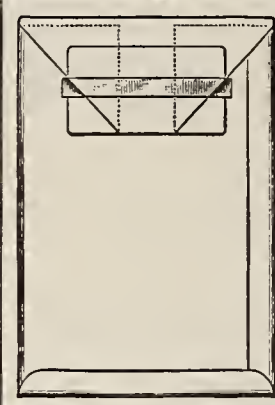
Main Office, 6th Floor, Illinois National Bank Building, SPRINGFIELD, ILLINOIS.

WRITE FOR PRICES DELIVERED. NO WHEAT FOR SALE.

Burlap Bags!! Grain Bags!!

ALL SIZES MADE TO ORDER.

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SAMPLE ENVELOPES
FOR
Grain, Flour, Seeds, Metals, Ceres, Etc.
Satchel Bottomed Bags, Export and Catalogue Envelopes.
Made of the VERY BEST PAPERS Heavy enough to be safe; not so heavy as to increase postage. We believe they are
THE BEST ON EARTH.
SEND FOR SAMPLES AND PRICES
HOWE ENVELOPE CO., Ltd.
DETROIT, MICH.

PENNSYLVANIA BUCKWHEAT FLOUR.

KILN DRIED. ABSOLUTELY PURE.

ORDERS FILLED THE DAY THEY ARE RECEIVED,

LINESVILLE MILLING CO.

LINESVILLE, PA.

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Steel Roofing,
Corrugated Iron,
Siding and Metal
Ceiling.

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WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc. We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money

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SUCCESSORS TO E. S. EASTON & CO.

Grain and Commission

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PEORIA, - - - ILLINOIS.

WARREN & CO.**GRAIN****Commission Merchants**

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D. D. HALL.

TYNG, HALL & CO.,**Grain and Commission Merchants,**

ROOMS 33 AND 35 CHAMBER OF COMMERCE,
PEORIA, ILLINOIS.

T. A. GRIER & CO.

PEORIA, ILL.

RECEIVERS, BUYERS AND SHIPPERS
OF WHEAT, CORN, OATS AND RYE

On account of the peculiar character of the season, grain is largely off grade and we advise consignments.

WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

PEORIA

SHIP YOUR WHEAT, CORN AND OATS TO

MILLS BROS.,

CHAMBER OF COMMERCE, PEORIA, ILL.

We have had a large experience in this market and will give you the best of service. Consignments solicited.

Market Report sent when requested.

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MINNEAPOLIS,

GRAIN RECEIVERS.

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Consignments Solicited.

MILLING WHEAT A SPECIALTY.

E. A. BROWN & CO.**Grain Commission Merchants.**

CONSIGNMENTS SOLICITED.

Choice Milling Wheat a Specialty. Orders for Bran and Feeds filled promptly.

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Warehouse Capacity, 250 Cars

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NEW YORK CITY**BROOKLYN HAY & GRAIN CO.**

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

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MELROSE STATION, NEW YORK CITY.



We sell on Commission and buy direct.

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Storage capacity 8,000 bales, 30,000 bushels. Let us know what you have to offer.

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Grain, Feed, Seeds, Hay, Etc.

OFFICE 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention given to the handling of CORN AND OATS.

REFERENCES..... Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

VAN TASSELL & BUNN**GRAIN COMMISSION MERCHANTS**

TRACK BUYERS AND SHIPPERS

Rooms 44 and 46 Chamber of Commerce

PEORIA, ILLINOIS

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ESTABLISHED 1846

C. A. KING & CO.

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS
OF TOLEDO, OHIOSPECIAL MARKET AND CROP REPORTS FREE.
BE FRIENDLY. WRITE OCCASIONALLY.

ESTABLISHED 1876

W. A. RUNDELL & CO.

 GRAIN and SEEDS.

We Buy Delivered Toledo or F. O. B. Your Station.

CONSIGNMENTS and FUTURES GIVEN SPECIAL ATTENTION.

Ask for our "Daily Market Letter and Track Bids,"
Correspondence requested.

33 Produce Exchange, - TOLEDO, OHIO

R. H. MONTGOMERY & CO.

BUYERS OF

Corn, Oats and Hay
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REYNOLDS BROS.

TOLEDO, O.

Buy and Sell Grain.

SELL US YOURS.

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

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MEMBERS: { Toledo Produce Exchange
Chicago Board of Trade,
New York Produce Exchange.Handling consignments and filling orders for
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SEND FOR OUR RED LETTER.

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Consign Your Grain and Feed
to a Strictly

COMMISSION MERCHANT

OUR SPECIALTIES:—Quick Returns and Careful
Guarding of our Shippers' Interests.Correspondence Invited. Write for Buffalo Market Letter
81 BOARD TRADE, BUFFALO, N. Y.

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 GRAIN COMMISSION
MERCHANT
CONSIGNMENTS
SOLICITED54 BOARD OF TRADE
BUFFALO, N. Y.

Husted Milling & Elevator Co.,

BUYERS OF CORN AND OATS

Write Grain Department for Daily Bids.

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CONNOR BROS. & CO.

 Grain and Hay.

ST. LOUIS, MO.

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Grain Dealers' National Association.

DANIEL P. BYRNE & CO.,

Successors to

REDMOND CLEARY COM. CO.

Established 1844.

Incorporated 1887.

Grain, Hay and Seeds.

Chamber of Commerce, ST. LOUIS, MO.

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Established 1878

Wholesale Grain, Hay and Mill Feed

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Consignments Solicited.

Reference: Duquesne National Bank.

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Leading Mill Feed Dealers, GRAIN, HAY AND STRAW.

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Pittsburg Grain and Flour Exchange.

WE USE ROBINSON'S CIPHER.

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... WHOLESALE DEALER IN ...

Grain, Hay and Mill Feed

Proprietor Iron City Grain Elevator.

CONSIGNMENTS SOLICITED.

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BROKER AND DEALER IN ALL KINDS OF

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Nos. 205-206-208 Chamber of Commerce,
ST. LOUIS, MO.

Consignments Solicited.

Future Orders Executed.

Efficient Service Rendered.

We Buy and Sell all Kinds of Grain.

When in doubt as to values of Wheat, Oats, Rye or Barley send us samples and we will give you the benefit of experienced handlers in our market.

WRITE, WIRE OR PHONE

THE PADDOCK-HODGE CO.

Operating Wabash Elev. 4.

GRAIN

Michigan Central A.

Total Capacity, 200 cars daily. Storage Capacity, 1,500,000 bushels. Clipping Oats 50,000
bushels daily. No Switching Charges from any road. Our bids will reach you daily, no
matter where you're located. Advise if not receiving them. TOLEDO, OHIO.

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O. Z. BARTLETT

L. Bartlett & Son,

GRAIN AND PRODUCE COMMISSION
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MILWAUKEE, WIS.Careful attention given to orders from
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"RIGHT ABOUT FACE"

It is easy enough to sell grain here—for a price. Anybody can do that, but to sell it right—to get the top of the market for it, requires capability, persistence, experience. We have that and more too. Ship your grain to us

ROSENBAUM BROTHERS
77 BOARD OF TRADE, CHICAGO, ILL.

ACTIONS speak louder than words.
WE can convince you.

BAKER & TRAXLER,
GRAIN COMMISSION,
WITH
NASH, WRIGHT CO.
515 to 519 RIALTO BUILDING, CHICAGO.

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POPE & ECKHARDT CO.
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GRAIN, SEEDS AND PROVISIONS.
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PERSONAL ATTENTION GIVEN
**SPECULATIVE ACCOUNTS
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Daily market letter mailed free on application.
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CHURCHILL & CO.,
COMMISSION MERCHANTS
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Consign your grain and seeds and send your Board of Trade Orders to
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Write for our Daily Market Letter.
Your interests are our interests.
Special attention given to cash grain shipments.

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MINNEAPOLIS, 23 Chamber of Commerce. ST. LOUIS, 60 Laclede Bldg.
MILWAUKEE, 113 Michigan Street. KANSAS CITY, 605-606 Board of Trade.
CEDAR RAPIDS, Ia., 225 1st Ave. DULUTH, 518 Board of Trade.
MEMBERS DIFFERENT EXCHANGES.
Daily market letter mailed free on application.

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LASIER & HOOPER
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GRAIN
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Sell Consignments Make Quick Returns

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RUMSEY & COMPANY
(Successors to RUMSEY, LIGHTNER & CO.)
Commission Merchants. Grain, Provisions and Seeds.
CASH AND FUTURE DELIVERIES.
97 BOARD OF TRADE, CHICAGO

CHICAGO

CHARLES D. SNOW & CO.,
COMMISSION MERCHANTS,
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72 Board of Trade, CHICAGO.

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GENERAL OFFICES: THE ROOKERY
Chicago
BUYERS OF CORN
JOS. P. GRIFFIN, Manager Grain Dept.

ILLINOIS SUGAR REFINING COMPANY
General Offices: The Rookery, CHICAGO.
Waukegan, Ill. FACTORIES: Pekin, Ill.
Geneva, Ill. Venice, Ill.
BUYERS OF CORN
Daily Consumption, 65,000 Bushels.
JOS. P. GRIFFIN, Manager Grain Dept.

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BUYERS OF CORN
Consumption 100,000 Bushels Daily.
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Commission Merchants.

STOCKS, GRAIN,
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No. 6 Sherman St. ...CHICAGO

Write us freely on all matters pertaining to Grain and Field Seeds. Your questions fully and cheerfully answered. Particular attention paid to Timothy and Flax Seed. Orders for future delivery will receive our careful personal attention.

HENRY HEMMELGARN Established 1861 PHILIP H. SCHIFFLIN

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Consignments Solicited. Correspondence Invited.

MONTAGUE & COMPANY,

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Grain, Flour, Millstuffs and Seeds.

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6 and 8 Sherman Street, - CHICAGO.

CAPITAL \$200,000.00

THE CALUMET GRAIN & ELEVATOR COMPANY

GENERAL GRAIN HANDLERS

Receiving, Shipping, Exporting, Commission.

Careful Attention, Consignments and Future Orders. Track Bids if Desired.

GEO. B. DEWEY, Representative.

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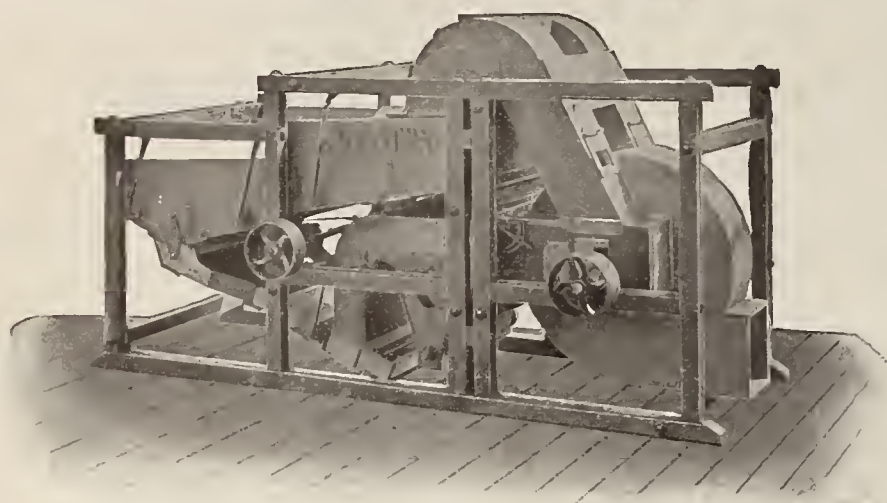
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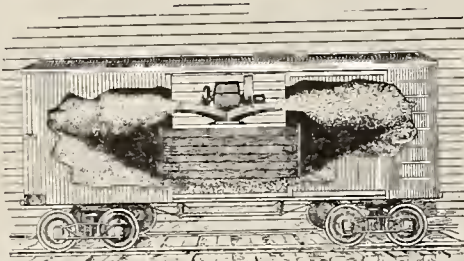
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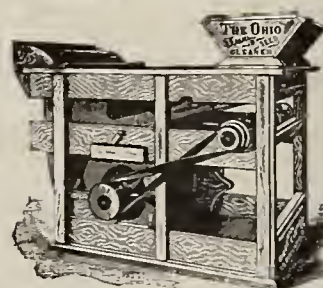
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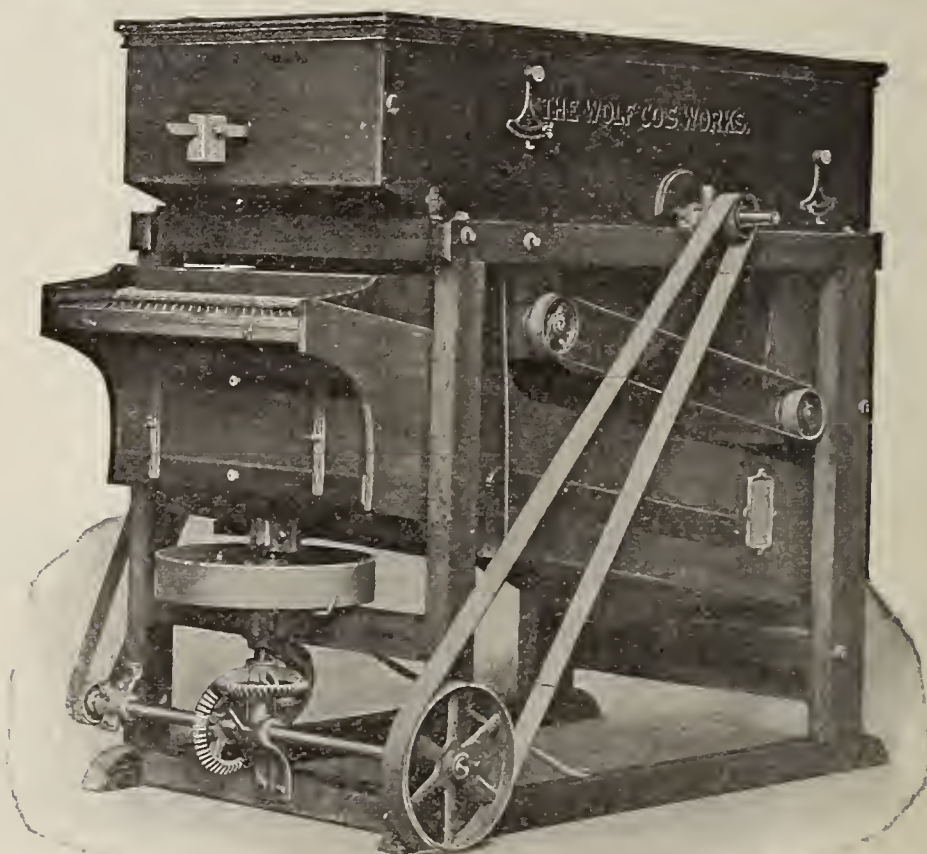
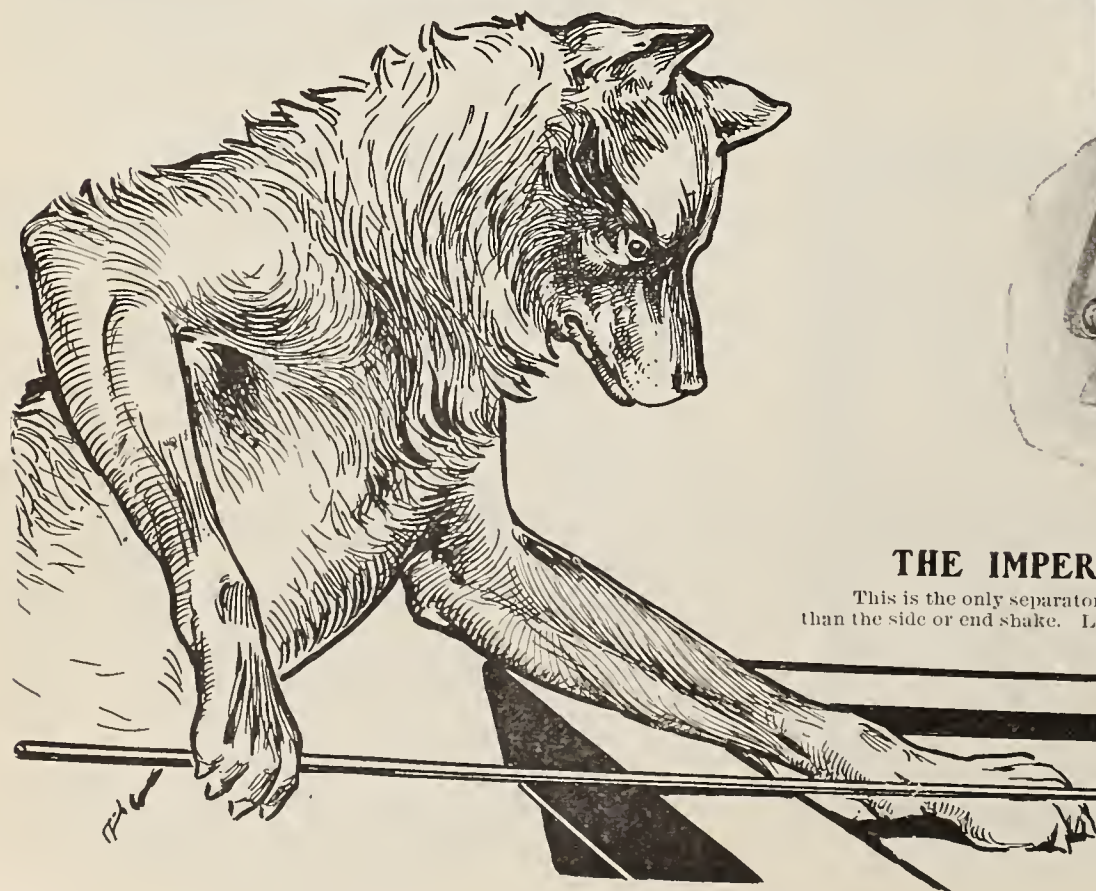
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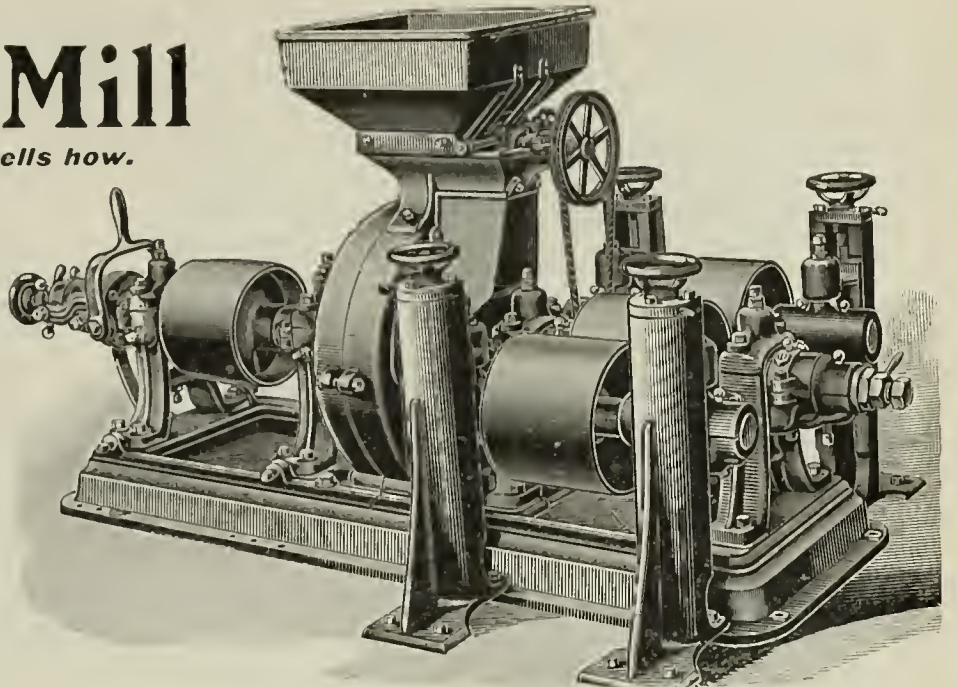
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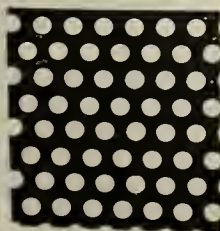
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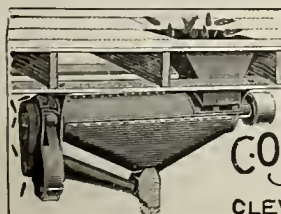
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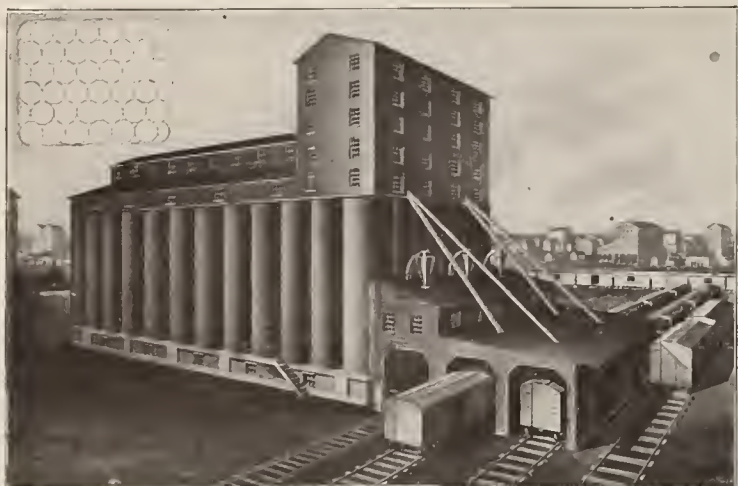
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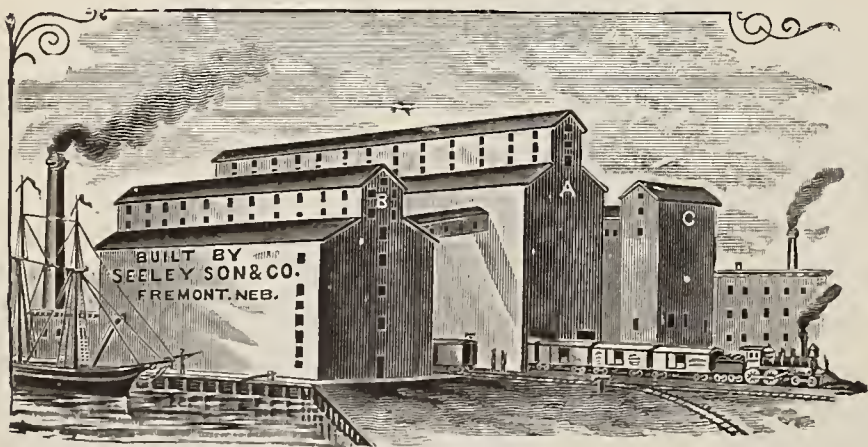
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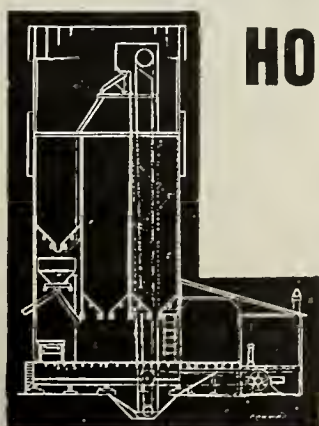
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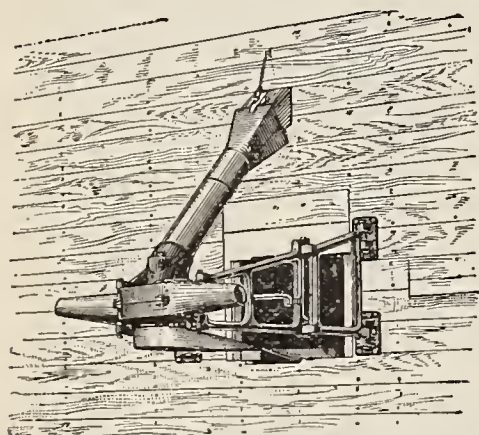
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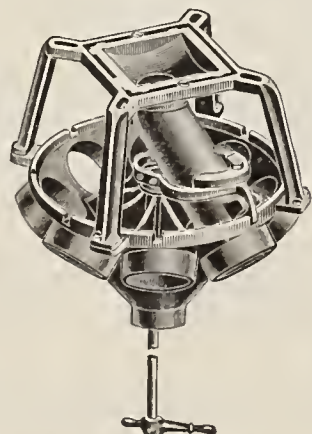
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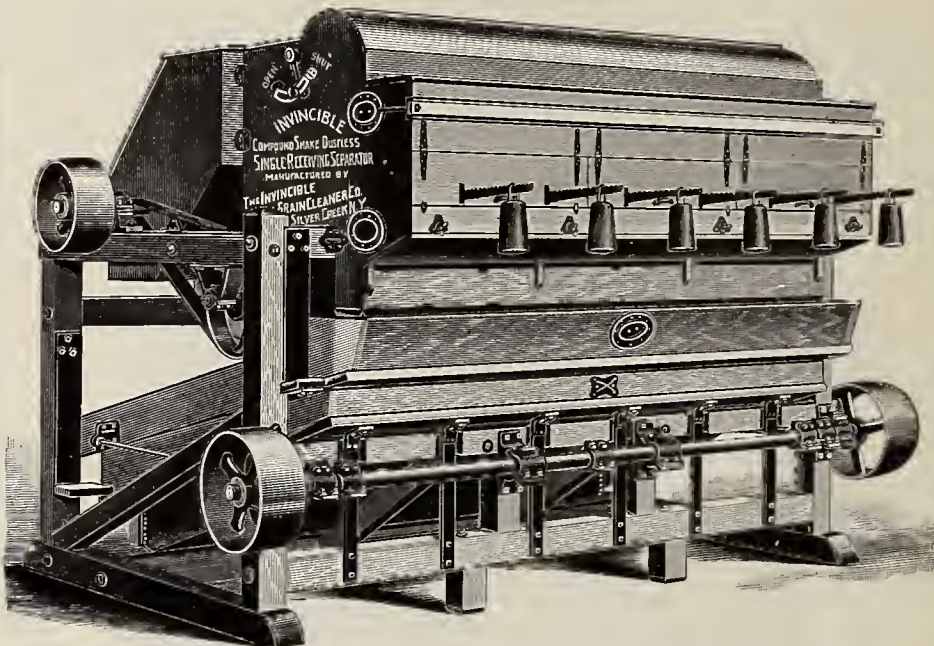
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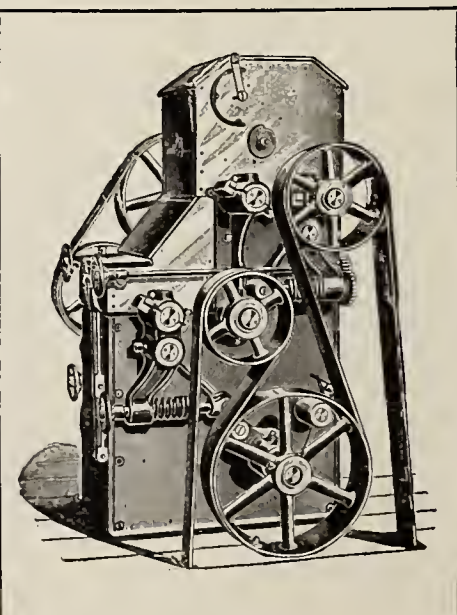


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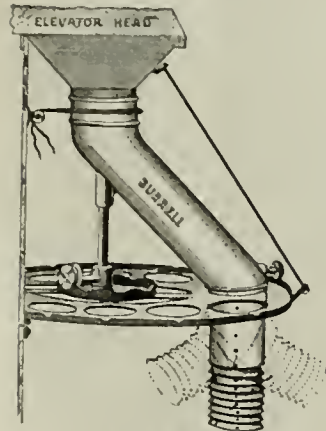
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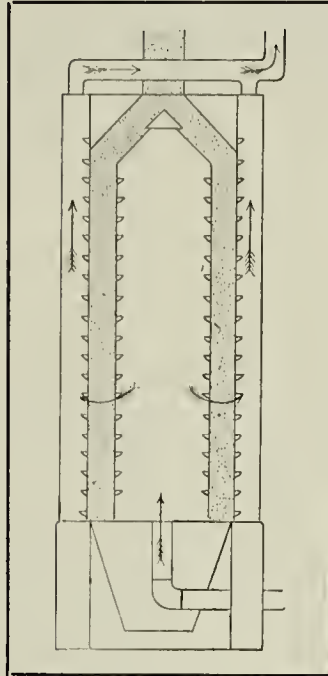
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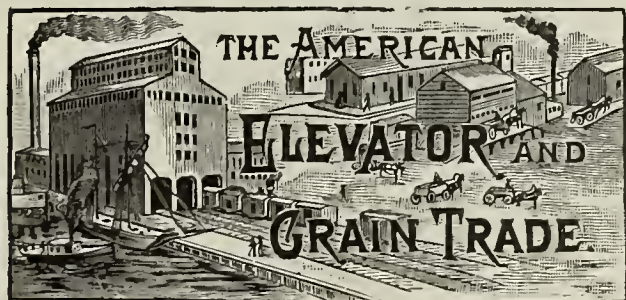
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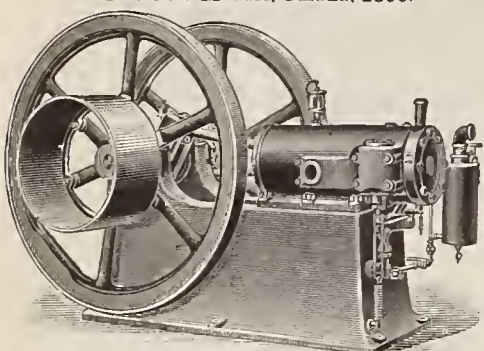
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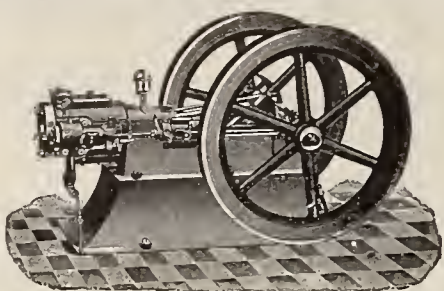
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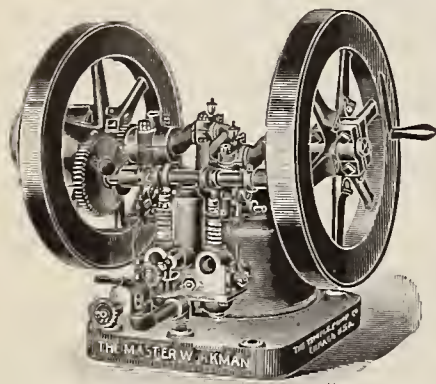
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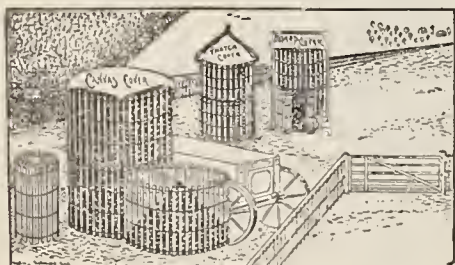
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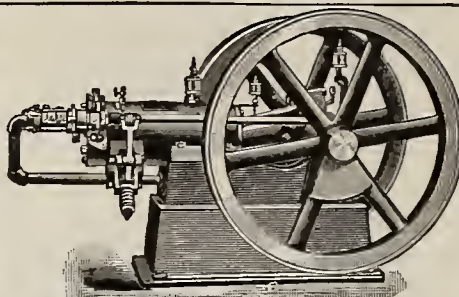
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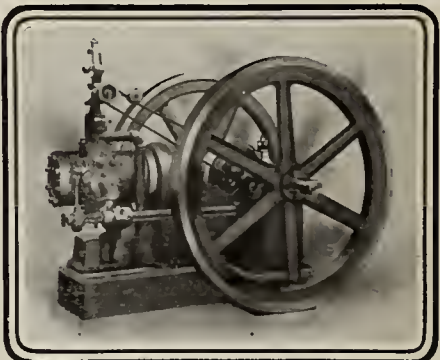
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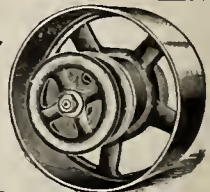
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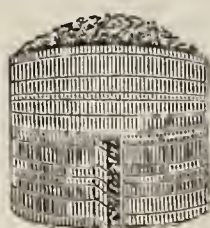
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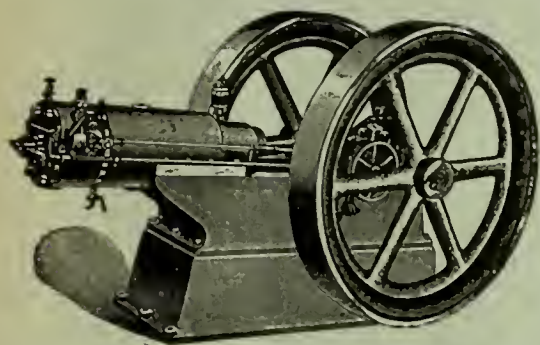
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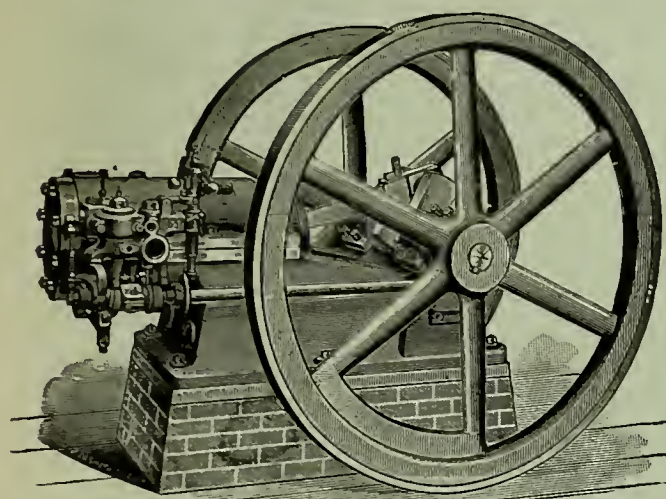
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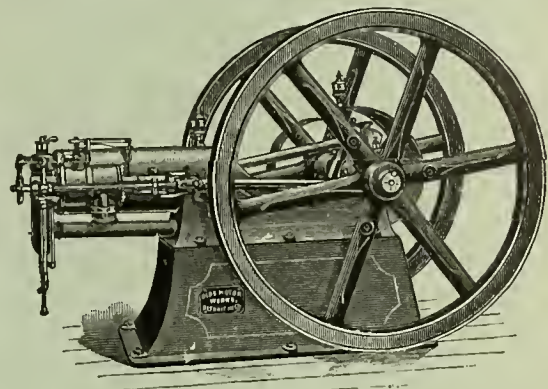
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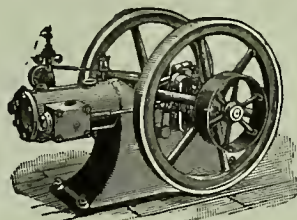
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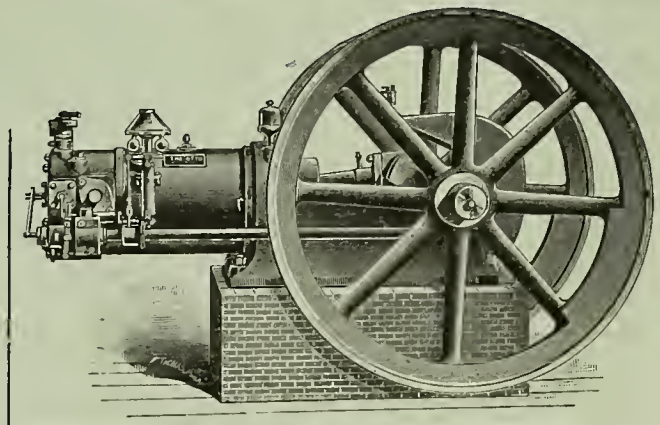
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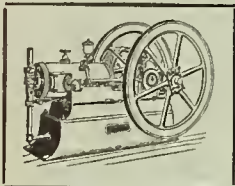
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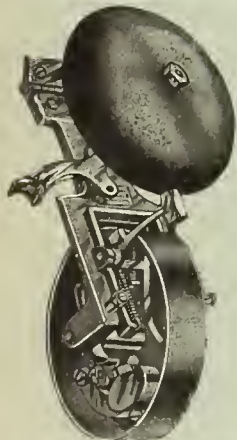
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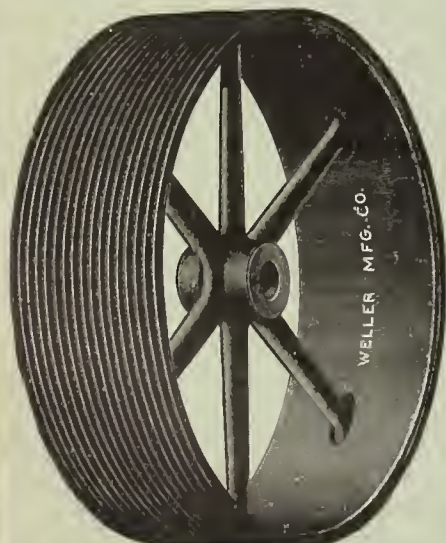
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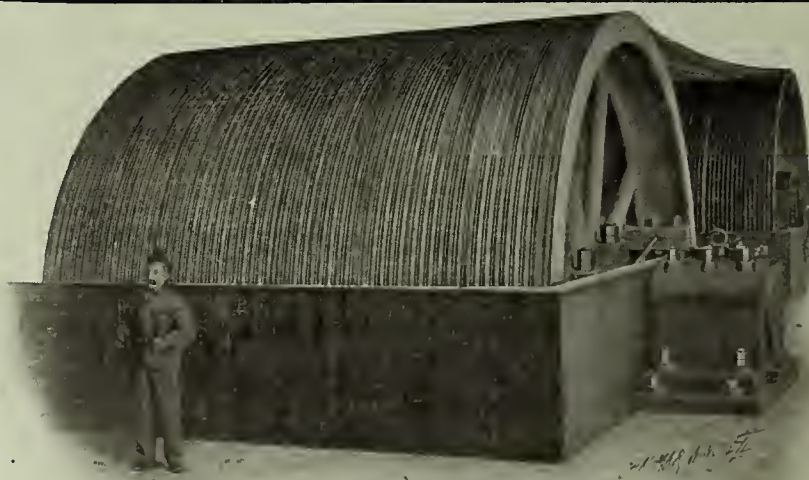
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